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AMERICAN DRUGGIST

AND

PHARMACEUTICAL RECORD,

A Semi-monthly Illustrated - -
Journal of Practical Pharmacy.

CASWELL A. MAYO, Ph.G.,
EDITOR.

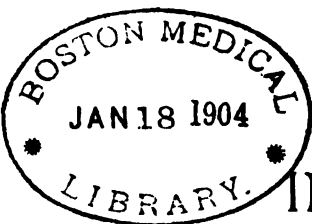
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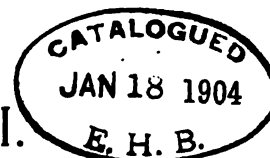
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and PHARMACEUTICAL RECORD

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OUR EXPORT WORK.

It is now just a year since we first undertook the task of finding a foreign market for American pharmaceuticals, druggists' sundries, glassware, soda fountains, store fixtures and all that wide range of articles in which the drug trade is more or less interested. Several months of that time were devoted to establishing desirable connections in all those countries to which we might most reasonably hope to cater, and the results of much of this preliminary work have scarcely yet had time to develop.

Notwithstanding this fact the results so far achieved have exceeded our most sanguine expectations, both in the cordial reception accorded to our efforts by our foreign *clientèle* and by the responses which they have made to our overtures to establish more intimate commercial relations with the manufacturers of the United States.

The great commercial prosperity of our country has stimulated foreign interest in us, in our business methods and in our commercial products. This interest can be transformed into profitable business by a comparatively slight effort on the part of our merchants and manufacturers. It should be borne in mind that this foreign business is not subject to the same influences as is our domestic trade, and that the causes which bring about serious depression in this country will in all probability have no influence at all on the foreign markets. In this manner an extensive foreign trade is in some sort a safeguard for the manufacturer against disaster from business depression at home. At the present time our country is enjoying wonderful prosperity. As pointed out by Mr. Thackara, United States Consul, in a communication published elsewhere in this issue, a reaction from this prosperity must occur, and when it does take place and there comes a serious depression in our home markets, our manufacturers will realize that foreign trade is an important factor of our industrial life. Those who have established business relations with foreign consumers and have outside outlets for the sale of their goods will be the last to reduce their output or to sacrifice their overproduction by selling it at a loss on the home market.

In endeavoring to build up a foreign business our manufacturers must bear in mind, however, that this is one field in which spasmodic efforts are never successful. Systematic, well planned effort is required to build up this trade; care in filling and packing orders is necessary to retain the trade when established. The most general complaints made of American manufacturers by foreign buyers are lack of care in packing and failure to ship precisely what is ordered, both as to quality and quantity.

Subsequent arbitration of differences is unsatisfactory. Absolute accuracy alone will serve as a basis for mutually satisfactory dealings with foreign customers.

The United States has the raw material, the manufacturing facilities and the capital to enable it to meet competition in any market. All that is required is for merchants and manufacturers to learn to adapt their products and their business methods to the wants of the foreign consumer, and to let the foreign consumer know that he can buy better goods at better prices in the United States than he can anywhere else in the world. This latter task has been undertaken for the drug trade by the *AMERICAN DRUGGIST*, and so far with the most marked success.

FORENSIC CHEMISTRY AND THE RESPONSIBILITY OF THE EXPERT.

THOSE who have followed the fortunes of little Sammy Drew in Prof. John Uri Lloyd's novel, "Stringtown on the Pike," will remember that in the famous court trial where Red Head and Holcomb finally met their death, and an old standing feud was ended, Judge Elford criticised the methods of attorneys and professional chemists in staking a man's life on the results of a color test developed in a porcelain dish. The readers of the novel will remember that scathing address of the attorney for the defense who enlarged on Judge Elford's questioning and attacked the prosecution for bringing a chemist from the North to swear away the life of a Kentuckian because a substance in a dish turned blue. In the course of his remarks Judge Elford asked the prosecution why they did not isolate enough of the poison from the remains to kill a rabbit in the court room before the eyes of the jury, if they wanted to prove that the poison was present in amount sufficient to kill a man.

We recur to the subject to emphasize, if possible, the point made by Professor Lloyd in his now well-known novel; for in a newspaper reference to a recent murder trial we find the following:

A frog was poisoned in a New Jersey court to show a jury the agonies of a human being dying from being poisoned from strychnine. A man who is alleged to have lured two boys into the woods and caused their deaths with strychnine was on trial, and Professor Marshall, of the University of Pennsylvania, was testifying. He took some of the poison extracted from the liver of one of the boys, it is alleged, and forced it into a live frog. The jury and all others in court became intensely interested. In a few minutes the frog went into convulsions. The professor explained the action of the drug as the writhing of the frog exhibited all the agonies that the boy had suffered as he died. The experiment caused a sensation in the court room.

In the light of the foregoing extract the seemingly imaginative trial and the argument made by Judge Elford take on new and added interest. The more so as we happen to know and have the authority for stating that recently an expert chemist engaged in a murder trial asked Professor Lloyd if he would venture to say that strychnine was or was not present when a compound obtained from a living organ gave the purple test with the strychnine reaction.

This was not an hypothetical case, but one involving the life or death of a human being, and those of our readers who are familiar with the pronounced views entertained by Professor Lloyd on the well worn subject of expert testimony will not be surprised at the nature of his reply. Professor Lloyd strongly urged his correspondent to determine the nature of the substance isolated by physiological test in addition to the color reaction, and added that unless enough of the poison could be obtained to show the physiological action of strychnine when administered hypodermatically to a living creature he would not care as a chemist to be responsible under the circumstances for the death of a human being, by reason of the mere change in color which the substance assumed under the action of reagents.

THE MILITARY PHARMACIST.

WE are indebted to Captain John S. Kulp, of the medical department of the United States Army, for a pamphlet on *The Relation of Personnel to Bed-Capacity in Military Hospitals*, which shows that the author has given much study to the important subject with which he deals, and which throws some light on a question of interest to all pharmacists—namely, the duties of the military pharmacist. In most of the active opposition which has been made to the advancement of the military pharmacist the opponents took the ground that the hospital steward was not even remotely a professional man—which, in a large measure, was true—and that there was no need for a professional pharmacist in the service, which never was wholly true and which is certainly not the case now.

It is interesting, therefore, to observe in this paper, written by a surgeon of the regular army and printed in the semi-official army organ, *The Journal of the Association of Military Surgeons of the United States*, that the pharmacist is distinctly recognized as such and not merely grouped with the various non-commissioned officers. The author classifies the personnel of a hospital under several heads, such as (1) Administration and Records, (2) Guard, (3) Instruction and (5) Professional Attendance, under which latter head come "operator, pathologist, specialists and ward surgeons, pharmacists, ward masters and nurses."

When we find regular army surgeons taking up the study of this subject along such broad lines and in such a catholic spirit as is shown by Captain Kulp we may entertain some hope that pharmacy will receive at least partial recognition at the hands of the medical department. It is quite possible that the American Pharmaceutical Association has erred in devoting its efforts to an attempt to raise the rank of the hospital steward instead of an attempt to create a corps of pharmacists. The duties of the two are, or should be, quite distinct, and the presence of both is essential to the full efficiency of the medical department.

ADVERTISING THE STORE THROUGH SCHOOL CHILDREN.

BY JOSEPH F. HOSTELLEY,

Collingdale, Pa.

THE advertising value of the small boy has been brought to the fore time out of mind. His importance in this regard is well established. A clever expedient for enlisting the services of the school child as an advertising agent may be realized after this fashion; on a card (white or straw colored Bristol board) about 4 x 7 the following is printed near the top in a plain, round type:

PENNY PROBLEM.

Ask the questions in the first row and let the answers in the second row be found on the "head" or "tail" of the penny. Don't tell an answer until some effort has been made to find it on the penny.

- | | |
|--------------------------------|--------------------|
| 1. A messenger? | One sent (cent). |
| 2. A piece of armor? | Shield. |
| 3. A devoted young man? | Beau (bow). |
| 4. A South African fruit? | Date. |
| 5. A place of worship? | Temple. |
| 6. Portion of a hill? | Crest or brow. |
| 7. Three weapons? | Arrows. |
| 8. Spring flowers? | Tulips (two lips). |
| 9. The first American settler? | Indian. |
| 10. An animal? | Hare (hair). |
| 11. An emblem of royalty? | Crown. |
| 12. Youth and old age? | 18-98 (the date). |
| 13. Part of a river? | Mouth. |
| 14. Implement of writing? | Quills. |
| 15. Two sides of a vote? | Eyes and nose. |
| 16. Plenty of assurance? | Liberty. |
| 17. Part of a stove? | Lid (eye lid). |
| 18. Something found at school? | Pupil. |

School supplies

of all character

for the primary child

or the high school student.

SMITH'S CITY PHARMACY.

Photographic material
always fresh and up-to-date.

In the lower left hand corner of the card a small circle was put by the printer a little larger in size than a cent. Within the confines of this circle a real, negotiable cent was affixed by a good adhesive agent. When the recipient of the puzzle card had parted with the bit of currency, a blank circle was left which invariably suggested this question in substance to any one to whom the card was exhibited: "What does that circle signify?" When told that a penny had originally occupied the space, the advertising value of the venture began to exert itself in one of its phases by causing the mind to linger on the card while, possibly, the hearer momentarily thought: "Let us look further into this. Just where is the profit in it?" The penny occupied a position in juxtaposition to the pith of the device from an advertising standpoint.

One of the show windows was filled with these cards. Packing cases were enveloped in white paper, piled pyramid fashion in the window and the cards fastened to the front and sides of each box to almost completely mantle them. A placard of great dimensions accompanied this display, reading:

A PENNY PROBLEM
TO EVERY BOY AND GIRL
making a 5 cent purchase of anything at this store.
Only one puzzle to each applicant.

An advertising accessory to this display was the presentation of school supplies in the other show window.

ON UNSCIENTIFIC AND CARELESS PRESCRIBING; SECRET AND PROPRIETARY REMEDIES.

BY HARRY R. PURDY, M.D.,

New York.

WHEN one assumes the role of critic he must in turn expect to be criticized. I am quite willing to accept this condition, especially if what I have to say to-night shall provoke a discussion that will ultimately result in bringing about a much needed reform.

Many times since entering upon the practice of medicine have I had occasion to ask myself the question, Has prescription writing become a lost art?

I have been surprised to learn that some physicians habitually recommend patent and proprietary remedies, and that others depend almost entirely upon the ready made prescriptions of the tablet manufacturers. Again, I have been astonished at the original prescriptions of men who, in all branches of their profession except therapeutics, were quite capable. They seemed to have no knowledge of the incompatibility of drugs. A few instances may suffice to illustrate this. Cocaine and borax are often ordered in the same mixture, with the result of forming an insoluble precipitate of cocaine borate. Ammonium carbonate is frequently ordered by physicians in the same cough mixture with syrup of squills, which contains acetic acid, with the result that a chemical reaction takes place liberating carbon dioxide, and the gas given off startles the patient by forcibly expelling the cork or even bursting the bottle. An acid and an alkali should only be mixed when a new product is desired. How frequently iron is ordered mixed with substances containing tannic acid, with the result of forming iron tannate or ink.

NEED FOR KNOWLEDGE OF INCOMPATIBILITIES.

I have known such a prescription as this to be written: Potassii Iodidi, 3ij; acid muriatic dil., 3ij; tinct. cinchonæ co. ad., 3ij. In this prescription, of course, the acid is incompatible with the potassium iodide, easily decomposing it and liberating iodine.

Sometimes a mixture containing an alkali and an alkaloid is ordered, as potassium iodide with strychnine sulphate, with the result that nearly all the strychnine is precipitated by the potassium salt in the form of insoluble hydriodide and is contained in the last dose. Death has been caused by a prescription like this.

Corrosive sublimate is incompatible with almost everything. Even the compound syrup of sarsaparilla is said to decompose it. Yet how often do we find it prescribed with other drugs. In the catalogues and price-lists of prominent tablet manufacturers it may be found in a number of formulæ in which it is incompatible. Here is one: Corrosive sublimate, ammonium muriate, cinchonidine sulphate and quinine sulphate. In this combination we have not only incompatibility, but a violation of the wise rule that an active poison should always be given dissolved in a liquid. It should be said that many of the pompous prescriptions to be found in these price-lists and catalogues were written by physicians whose names are printed under them, and very few of these physicians have reason to take pride in their authorship, for it is opposed to sound policy and good taste, to say the least, for these men to allow their treatment of disease and their names to be thus advertised; besides, the popularization of medicines which frequently contain narcotics and poisons, and which the laity can too easily procure, is a wrong and a danger that it is the duty of physicians to do all in their power to suppress. Those physicians who stock their offices with these ready made, and often stale, incompatible, insoluble and inert tablets, and try to fit the disease to the remedy, rather than the remedy to the disease, in my opinion make a mistake.

A STORY AND ITS MORAL.

There is scarcely a prescription that would not be better if freshly compounded; besides, the doling out of tablets seems to many patients, both rich and poor, but a cheap and undignified way of practicing medicine. The patient should have some stronger motive to return to the physician than merely to get a new supply of tablets. The prescribing of tablets by the numbers used by manufacturers in their price-lists to designate the various combinations, is on a par with the dosing carried out on certain vessels of the merchant marine, which carry a medicine chest but have no doctor on board. The bottles of medicine in the chest are duly numbered, and with them is a book describing the symptoms which require a dose of such and such a numbered mixture.

Many of you may remember the old story of the ship's

* Read at a meeting of the New York State Medical Association, New York County Branch, November, 1902.

mate who went to the captain stating that a sailor had symptoms which, according to the book, required a dose of No. 9 mixture, but that No. 9 bottle was empty. "That does not matter," said the captain, who in the emergency rose almost to the level of certain modern prescribers, "give him equal parts of No. 4 and No. 5."

Before leaving the subject of tablets I wish to say that very recently an agent came into my office and urged me to take some stock in a company that manufactures a laxative tablet, offering as an inducement 20 per cent. on all moneys received from the sale of tablets I might prescribe. When I refused on ethical grounds, he said I was more old fashioned than many doctors he had seen. Here is commercialism in medicine of the rankest kind. When the agent called me "old fashioned" I considered that he unintentionally paid me a great compliment. The old fashioned physicians would not be guilty of the irregularities mentioned in this paper. They belonged to that class, and even to-day it is a large one, of which the late Drs. Flint, Barker and Draper were grand types.

SKILL IN COMBINING DRUGS.

Clinical experience has ever taught that it is wise to prescribe as few remedies as possible and to use no powerful drug without a distinct idea of what it is intended to do, and that to get the best effects from such a drug it should usually be given by itself.

There is good reason to fear that to-day there is too frequent violation of this rule—due perhaps as much to carelessness as to lack of knowledge. The very ablest physicians have been successful and gained renown by using only simples, yet it is not to be denied that good results are sometimes obtained by the scientific combination of drugs for joint effect. Thus atropine increases the good effects of morphine and prevents its bad effects. The same may be said of morphine and chloral, and in a cough mixture it is often wise to add a sedative to quiet the cough and an expectorant to affect the mucous membranes, and purgatives seem to act better when several of them are united. When a new product or remedy is desired this may be obtained by combining certain chemicals, as potassium iodide with mercuric chloride, when we get the valuable double salt potassio-mercuric iodide. Skill in the combination of drugs, not only to increase the physiological action of each, but to make the medicine pleasant of administration, is greatly to be desired and has made the reputation of many a man. But to attempt to prescribe for every symptom of a disease by throwing unskillfully together eight or ten drugs, as is too often done, is unscientific, dangerous and is that abomination of abominations—polypharmacy.

THE FAD OF DECRYING DRUGS.

While there are men who use too many drugs, there are others who do not use enough, and, indeed, in certain quarters it seems to be the fad to decry all drugs. It is probable that the men who seldom prescribe have had bad results through overdosing and have become as afraid of drugs as the reformed drunkard is of liquor, or they may have used medicines ignorantly and consequently without success, or it may be with some men pure affectation. I believe that this last remark applies to certain surgeons as well as to a few pathologists. These surgeons (I hope there are not many) seem proud to say that they do not write one prescription a month. They speak sneeringly of the backwardness of medicine and point with pride to the rapid strides which surgery has made in the last half century. Why, do they not know that they owe more of their success to therapeutics than they do to their skill with the knife? For hundreds of years there have been almost as skillful operators as we have to-day. The discovery of anæsthetics and antiseptics is what has revolutionized surgery. Be the surgeon ever so great, what would he do following certain operations, and sometimes during, or even preceding them, did he not resort to medication? What would he do without strychnine and digitalis, morphine and atropine, nitro glycerine and caffeine, and last, but not least, common salt? Why, he would sign so many death certificates that his reputation would soon be gone.

To those pathologists who profess to feel sorry that therapeutics cannot keep up with them and who laugh at empiricism, let it be said that while we thank them for what they have done and the world is greatly indebted to them, diseases were treated successfully before they crowded the stage, and neither was it always necessary to wait until a man died before a diagnosis could be made. Let them tell the nature of certain diseases—cancer and rheumatism, for instance—and therapeutics will find the remedy. After we learned what that dread disease, diphtheria, really was, it was not long before we had antitoxin, which, next to vaccination, is probably the greatest discovery of this or of any age. It has been well said "that the man who does not believe in the proper use of drugs

for the cure of disease must lack the keystone of the arch upon which all medical knowledge rests."

THE USE OF SECRET REMEDIES.

More to be condemned than men who do not use any medicine whatever are those who prescribe patent medicines—those medicines that make it so easy to commit murder. In using these secret remedies they not only confess that they are incompetent, but they also violate the code of medical ethics. The last remark will apply with particular force to those physicians who have their own secret remedies for the treatment of delirium tremens and other diseases. These charlatans are probably beyond redemption. They are not so ignorant as vicious and mercenary, and their punishment is the contempt in which they are held by their fellows. Let me read section 5 of the code of ethics: "Equally derogatory to professional character is it for a physician to hold a patent for any surgical instrument or medicine, or to dispense a secret nostrum, whether it be the composition or exclusive property of himself or others. For, if such nostrum be of real efficacy, any concealment regarding it is inconsistent with beneficence and professional liberality; and if mystery alone gives it value and importance, such craft implies either disgraceful ignorance or fraudulent avarice. It is also reprehensible for physicians to give certificates attesting the efficacy of patent or secret medicines, or in any way to promote the use of them." Patent medicine men, osteopaths, Christian Scientists and similar impostors prey upon a class of people who are so "wise in their own conceit" and so amazingly credulous that "it is easier to cheat them out of their lives than of a shilling." Is the medical profession, that has unselfishly done so much to alleviate the distress and suffering of mankind, doing all it can properly do to eradicate dangerous and hurtful prejudices, and to guard the ignorant and unsuspecting against the frauds and impositions of unscrupulous quacks and pretenders? Are the physicians of to-day as public spirited as were the illustrious fathers of medicine?

The difference between a proprietary and a patent medicine is more apparent than real. The best definition of a proprietary medicine that I have heard is, "A medicine, the formula of which is printed on the label, but which does not give a true indication of what the remedy contains." There is no good excuse for using these preparations.

In the U. S. Pharmacopœia, or in the National Formulary, may be found compounds that are every bit as elegant and far more reliable, and with which patients are not so familiar, as any of these widely and ingeniously advertised proprietary medicines.

PROPRIETARY MEDICINES AND THE MEDICAL JOURNALS.

Certain medical journals have been discussing of late the best method of excluding from their pages articles bearing the semblance of having been written by physicians in the interest of manufacturers and importers of proprietary medicines. These journals appeal to medical men to help them. Here is a quotation from an editorial in a recent number of The New York Medical Journal: "Meetings of even the most dignified of our societies have at times not wholly escaped the suspicion of having been exploited by the touters for some medicinal or dietetic preparation, and it is certain that papers are often read before them which a reputable medical journal would hesitate to publish." Truly, a deplorable state of affairs. We ought to come to the aid of these reputable journals by tabooing any of our members guilty of such unprofessional conduct as is charged, and we should help these journals still further with the kindly advice that they do not hereafter allow nearly every column of their advertising pages to be taken up with advertisements of proprietary and patent medicines. If it is not right to mention these remedies in the scientific and editorial columns, what makes it right to mention them in any other part of the journals? Can it be the same thing that induces certain hungry physicians to write articles for the wealthy manufacturers. Who are these manufacturers of proprietary remedies that they presume to burden our mails with circulars giving us instructions how to treat our patients? Do they employ a Brunton or an Osler, a Hare or a Behring?

It is hardly to be expected, with the keen competition among the makers of these pretty nostrums, that they will use the carefully assayed drugs in their preparations that the conscientious pharmacist uses in the medicines he dispenses. To compel the members of our sister profession to go to the expense of keeping a large stock of these proprietary remedies is an injustice and a shame. This, together with the loss of legitimate prescriptions, forces some of them to resort to questionable business methods in order to earn a livelihood. It does not require any special training to handle these goods; a grocer could do it as well as an apothecary. Indeed, even

now the large department stores have the lion's share of the trade in these "cure-alls."

ATTITUDE OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.

That the members of the American Pharmaceutical Association feel the injustice done them is evidenced by this modest appeal, which I find in the preface to the National Formulary: "The mission which this work is to fulfill can only be properly accomplished by the co-operation of the medical profession. It is therefore of the greatest importance that the members of this profession throughout the country be made acquainted with the existence, contents and objects of this book, and that if the same be approved by them, as is confidently expected, they will consent to accept the preparations made in accordance with the formulæ contained therein, instead of designating any special maker's product." There is reason to fear that this appeal has fallen on deaf ears. What incentive will young men have to perfect themselves in pharmacy and to take pride in their calling if they do not receive the proper encouragement from the medical profession?

THE REAL REASON FOR THE CONDITION DESCRIBED.

It may be asked why it is that we have among us physicians who use the character of remedies of which I have spoken. These men give as their chief reason that they cannot trust the apothecaries; that they substitute and have poor drugs. It is true that there are dishonest men among pharmacists as there are among physicians, but I believe that the vast majority of both professions are honorable. It would be as absurd to condemn all pharmacists because a few are guilty of substitution as it would be to condemn all physicians because a few perform criminal operations. If one looks about him he will have no difficulty in finding a reliable pharmacist who knows his materia medica and his chemistry, and who can not only be relied upon to put up prescriptions properly, but to stand between the physician and the patient, saving the latter from any errors that the former may at times in the rush of practice commit. Therefore, in my opinion, this excuse is a poor one. Is it not ridiculously inconsistent for a physician to trust some man in Kamchatka rather than his own neighbor? If the physician knew how to write a prescription, knew how it should look and taste and smell after it was prepared, he would soon catch the dishonest pharmacist and thereafter avoid him; but, alas! there are only too many medical men who are unable to do this—too many who are unable to tell morphine from potassium bromide. "Ay, there's the rub." Why do they not know? Why do they not know therapeutics, materia medica, pharmacy or, to combine all these into one word, pharmacology? Because they have never been properly taught and have not taken the pains to learn. One reason then, and in my opinion the principal reason for the state of affairs I have described, is that present graduates of medicine were taught neither pharmacy nor pharmacology; were not given the opportunity of learning how to write prescriptions by compounding them nor of becoming acquainted with drugs by handling them.

CREATION OF A CHAIR OF PHARMACOLOGY ADVOCATED.

It is true that for the last year or two a small number of our medical colleges have been giving a little attention to pharmacology. For this improvement on former methods we should be thankful, but when we consider that to learn only pharmacy a young man is required to spend three years in a drug store and attend the college of pharmacy two years in addition, we can readily understand how little knowledge a medical student can gain of pharmacology by one weekly exercise in the laboratory during only half a session of his second and third years. This is about the way that chemistry was taught until the State Board of Medical Examiners, by sending many students home without the coveted certificates, compelled the colleges to be more practical in the teaching of this subject. When we consider that no matter what branch of medicine or surgery a man may take up after graduation he will have to resort to the use of drugs, is it too much to ask that as much time be given to pharmacology as to any other study? Is it too much to ask that the faculty of each medical college of this country create a chair of pharmacology, equal in dignity and influence to any other chair, and fill it with an experienced, able man? When this is done, when physicians as a whole become more public spirited, and when they give more attention to scientific prescribing and to medical ethics, there will be for our ancient and honorable profession, and for society generally, the dawning of a better day.

What Means Should be Taken to Advertise, Build up and Conduct a Department of Urinalysis in the Drug Store? Answers to this question in the form of essays are invited from Subscribers to the *American Druggist*. Whoever submits the most satisfactory answer before February 20, 1903, will receive a prize of \$10.

HOW ONE DRUGGIST TREATS PHYSICIANS.

A Suggestive Talk on Means of Encouraging the Dispensing Physician to the Writing of Prescriptions.

THE dispensing physician has been a harassing problem in prescription numbers for so long a time that now a practical and acceptable solution to the question that will take immediate and material effect seems inconceivable. The topic is a permissible one, however, if the speaker talks at all significantly.

In conversation with a notably astute druggist, interrupted frequently by patronage, some timely ideas and convictions, based on practical knowledge and many years' experience, were expressed on this theme which appear peculiarly pertinent and well worthy of repetition in substance, at least.

"No," said he, in answer to a question about early closing, "we do not close early at night because we saw a vital shortcoming in the early closing movement. For years we have been working strenuously toward discouraging our physicians from the practice of regular and systematic office dispensing, from carrying their own remedies for all ailments; and now, to close early at night before the expiration of the evening office hours would, I feel, be in a measure defeating the very purpose for which we have labored so long. While office hours are nominally at an end at 9 o'clock, several of our busiest physicians very frequently see and write prescriptions for office patients as late as 10 o'clock. And they anticipate the majority of these prescriptions being filled that night. Even though they did feel that in most cases the next morning would be time enough, after awhile so many grievances would come to them from patients who wanted prescriptions filled after leaving the office late, but found no drug store open, the doctors would be likely to say: 'Well, here, if the druggists do not intend looking to our interests and to the welfare of our patients a little and practicing reciprocity, we'll take the matter of prescription filling into our own hands and our own remedies into our office. Then we'll know our patients are getting exactly what they want just when they want it.'

"I have succeeded in leading many physicians away from the dispensing of their own remedies by working to their interests in every detail of prescription writing and filling, making them have for me a fraternal feeling much like the brotherhood between themselves and professional coworkers.

"When they desired some particular article or medication that was irregular to the usual stock of the store, we often spent more than our profit from its sale getting it for them.

"I have encouraged them to call me up by 'phone or bell at any hour of the night when the exigencies of an urgent case demanded some remedial agent at once, and like themselves, leaving their warm bed for the cold night air and the bedside of a distant patient, I have delivered many of these wired prescriptions myself in the small hours of the morning.

"When a liquid prescription would come into the store that might be improved in appearance by the omission of one unimportant ingredient or the addition of something of no remedial significance, if I felt that I had the confidence and friendship of the writer, I have called him up by 'phone or sent to his office to ask if I might humor a whim of my own for appealing to the eye of a patient whenever consistent with therapeutic compatibility, and make such and such a minor alteration in the prescription.

"I would never in the least degree allow the doctor to feel that my purpose was to teach him something about the combination of drugs, but rather that my aim was partly to learn something myself.

"To counterbalance the suggestions offered physicians bearing on this and similar incidents of prescription writing I ask them many questions, the answers to which are of intrinsic value to me, and a few more whose answers I could make more intelligently than they.

"We have repeatedly called their attention to the fact that original packages of proprietary preparations would be broken cheerfully whenever they wished to prescribe only a portion of a bottle. This to keep them from carrying such preparations themselves. We feel perfectly safe in saying this, because we have found it a comparatively easy matter to dispose of broken packages to doctors who would come into the store and say, for example, 'I'm looking for a good tonic' or 'I want a nervine. What have you new?' Then we show them some of the 'broken bottles' and invariably something is taken from the case, paid for by them, or a prescription written for it.

"We religiously avoid partiality. We show no physician

marked courtesy above the other practitioners in town. While some doctors favor us something more than others, as far as possible we treat all our physicians alike and try to court the confidence and esteem of all by being impartial in our attentions. We try to make our interest in all the physicians palpable and profitable—palpable because of the profitable phase of it.

"We make no Christmas or New Year offering to the physicians, but in the early summer we do present them with a complimentary annual ticket for soda at the fountain, granting them the privilege of free soda during the entire year. This is one of the best and most profitable advertisements we make to the profession. Time and again one or another physician will come in to drink at the fountain, engage in conversation, and before he goes away leave one or more prescriptions to be delivered or buy something from one of our sundry or medicine cases. Sometimes they seem to just hunt in a genial mood for some way to reciprocate generously for a favor they greatly appreciate. This complimentary soda ticket has proved a great investment with us.

"We keep our microscopes, infusion jar, percolators, drug mill, tablet machine and text books in conspicuous positions in the prescription department, where a physician coming into the room will surely observe them and possibly draw the correct inference—the inference we wish them to draw—that we are true pharmacists, competent, skilled pharmacists, thoroughly equipped with the knowledge, utensils and reference works of our profession. And we ask the physicians to come into our prescription department that these and other things of similar significance may be seen by them and mentally commented upon.

"When we find a physician using some one proprietary preparation liberally we buy this preparation in such quantities that will allow us the very best margin from its sale, and let the doctor continue to prescribe it without worrying him to try something similar of our own compounding.

"In my experience, when a physician continually prescribes a certain preparation he has some good, tenable reason for wanting this particular article, and very often does not take kindly to any interference or to any suggestion that he try something else that is 'just as good.'

"We may offer a physician some preparation of our own to try that is dissimilar to any other preparation on the market, but never one claimed to be a counterpart and cheaper. We have several preparations of our own compounding neither the appearance nor formula of which suggests any other preparations advertised.

"We want to make the physicians realize that in the matter of drug combination, as in many things pertaining to pharmacy, we are originators and not imitators."

Thoughts for Literary Pharmacists.

When slaving at a mortar let us think of Solomon, "Though thou shouldst bray a fool in a mortar among wheat, with a pestle, yet will not his foolishness depart from him," not thinking of an adversary or rival, but of our greatest foe—ourselves. When working with precious odors think of Bacon's saying, "Certainly virtue is like precious odors, most fragrant when they are incensed or crushed; for Prosperity doth best discover Vice, but Adversity doth best discover Virtue." If it is humor we require—and it is humor that leaveneth life—"A merry heart doeth good like a medicine." When I take in my hand a 20-ounce measure and a funnel to strain some muddy liquor or doubtful wine I think of the back shop of Bob Sawyer's surgery. Of course in real life—that is, pharmaceutical back shop life—a 20-ounce measure was never put to such use. I never write "The Powder" but that same worthy's novel way of advertising is recalled. When I see a youth with a pocket lens peering into a flower I feel inclined to tell him this: "Are you a botanist, Dr. Johnson?" asked Dr. Amyat when he was showing him round his garden. "No, sir (answered Johnson), I am not a botanist, and (alluding no doubt to his nearsightedness) should I wish to become a botanist I must first turn myself into a reptile." Even such a prosaic article as "Gregory's Mixture" can recall to your mind, when you know it, that the inventor of it attended Burns for a bruised limb, which kept him for six "horrible weeks" from his beloved Clarinda. When inclined to be irascible, choleric or maliciously sarcastic with one whom it may be our fate to work beside, or, worse still, be under us, and who has real faults, perhaps, whatever truth may be in our remarks, we should remember

The truth you speak doth lack some gentleness
And time to speak it in; you rub the sore
When you should bring the plaster.
And most chyrurgeonly." (That is, most deftly.)

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

Employer and Employee; Their Duties and Relations. (Continued.)

"THE drug business is a gentlemanly calling in which one can always make a living, but never get rich," was the sage observation of my first employer when engaging me as apprentice, or "store boy."

Long years in the practice of pharmacy has proven the latter part of his observation to be true; the "gentlemanly" part he immediately disproved by pointing out the menial tasks included in the duties of the "store boy." This was many years ago before the day of colleges and higher education. Things have improved since then in the higher ranks of pharmacy, but there is little change in the manner of taking on apprentices. The boy still enters at the porter's gate.

This custom of making the beginner work his way into the family pharmaceutical by doing porter's and scrub-woman's work is all wrong. It is keeping the right sort of young men out of pharmacy.

In most mercantile pursuits the young man of good family, with a grammar school or high school education, enters as a junior clerk, not as a porter; he is taken on to learn the business, not to keep the place clean.

If the higher education is to obtain in pharmacy it must have the right sort of material to build upon. Employing pharmacists must be made to see that the right sort of pharmaceutical timber cannot be gotten by the present methods of taking on apprentices.

To the young high school graduate the drug business offers little inducement; one or two years of menial drudgery, a two years' course in college at considerable expense and much hard study, for what? To enable him to command a salary of about fifteen dollars a week in the practice of his profession, unless he has a few thousand dollars to enable him to set up in business for himself. The reward seems hardly worth the effort. A like amount of work, study and capital would produce far greater results in almost any of the other pursuits open to him.

The many bright minds in pharmacy bear witness to the fascination it exercises upon intellects of scientific bent, but with the wider scientific knowledge of the present day the drug store has lost that air of mystery, once so attractive to imaginative youth; it is a place of occult mystery no longer, but of humdrum facts and much hard and disagreeable work.

As with the physician, a proper professional dignity is a part of the pharmacist's stock-in-trade, yet many employers, through a false idea of economy, place their clerks in an undignified light to the general public by imposing menial tasks upon them, a proceeding which injures the prestige and dignity of store and proprietor as well.

This is particularly true of stores in the smaller towns, where but one clerk is employed. The local paper will perhaps grandiloquently announce that "Mr. Young-clerk, a druggist of large metropolitan experience and a graduate of the Metropolitan College of Pharmacy, has

accepted the position of prescription clerk in Smith's Pharmacy, Smithville." Smithville's first view of Mr. Youngclerk is had while he is sweeping the walk in front of the store. Early callers find him with broom and dustpan taking up the sweepings from the floor. Perhaps a little later Mr. Youngclerk is seen to descend from a step-ladder in the front window, wiping the water from his hands, to receive a prescription from a dignified old citizen. One can hardly blame the old party for doubtfully regarding him and asking suspiciously, "D'ye think ye can make that out all right?" while Youngclerk flushes and bites his lip.

Such an employer, to save the few dollars per week that an errand boy would cost, deliberately annuls half the value of a competent clerk to his business. It is as though he had bought a fine onyx soda fountain and then painted it black.

All the advertising and trade bringing value of the new clerk is lost, whereas he might be made an important factor in upbuilding and increasing his employer's business by according to him the consideration due to his education and abilities and giving widespread circulation to the fact that by securing his services the store was able to offer to the public a better, more up to date pharmaceutical service.

The wise employer accords his clerks the consideration due their position, realizing that their personality and reputation are part and parcel of his business establishment; that whatever is derogatory to their professional dignity or personal reputation is likewise derogatory to the dignity and prestige of his establishment.

Some one has said, regarding the selection of employees, that "A good workman always selects the best tools; with what great care, then, should one select employees, for they are living tools." What, then, can be said of the man who, after selecting a good tool, will draw its temper with bad treatment, dull its edge with rebuff, and throw it about under foot until it gradually accumulates a coating of sullen rust?

At one time I was employed in a pharmacy, the proprietor of which selected his employees with the greatest care and then treated them as his equals and with studied politeness, insisting that his clerks treat each other in the same manner. It was a breach of discipline for the clerks to address each other, in public or private, without the prefix Mr. John, the porter, was the only person in the establishment whom it was allowable to address by his first name.

This employer always took great pains to impress upon customers the competency of his clerks and his confidence in them. He guarded their dignity as jealously as his own. If a customer passed by a new clerk to hand a prescription to the proprietor, he immediately handed it over to the clerk with some such remark as: "Mr. —, please prepare this for Mrs. —; she will wait for it," and would start a conversation with Mrs. —, so as to put her at ease.

The coming of a new clerk was duly heralded in the local papers, the employer supplying the facts and making the most of the new man's qualifications and experience. Should any one ask the proprietor if the new man was a good druggist or competent to fill prescriptions, the answer would be: "Certainly; knows as much about the drug business as I do, otherwise I wouldn't have him." The customers of this store were made to understand that any clerk in the store—no juniors were employed—was fully competent to attend to anything pertaining to the filling of orders or prescriptions. Any one who insisted upon carrying orders or prescriptions to the proprietor saw their orders turned over to a clerk, if possible the very one they passed by.

He was handsomely repaid for this considerate treatment of his employees; no store ever had a more loyal staff of clerks and they worked and strove for business in a manner which paid large cash dividends upon the politeness and consideration invested by their employer.

MACERATION AND FILTRATION OR MACERATION AND PERCOLATION.¹

By C. W. O'SULLIVAN, PH.G.

THE selection of a subject for a thesis is no easy task. It was my intention to write on *nux vomica*; but my employer discouraged me in my choice of a subject, stating that I would be unable to add anything new to our knowledge of that well known drug. He then suggested that I take up something of a more practical nature, and noticing the unfinished work of our new second clerk in the manufacture of a 500 Cc. lot of wine of opium he expressed dissatisfaction with its appearance. He especially objected to the use of the quart funnel and a No. 33 filter paper. I informed him that it was done according to the method of the United States Pharmacopœia, but he said, "I don't care if it is. It is a careless and slovenly method. You know my instructions are never to complete a liquid preparation after maceration by filtering through paper, but always finish by percolation. Now there is a practical subject for your thesis."

"After the wine is finished, exhaust the filtering paper and what is left of the opium by percolation and make an assay of the percolate. If you do not get any morphine your labor will not be lost for you can still describe the result in your thesis; and, on the other hand, if you do get an appreciable amount of morphine you will have made a contribution of value to our knowledge of pharmacopœial processes."

The result of my work may be briefly presented as follows: Taking 50 Gm. of powdered opium, assaying 14 per cent., the usual procedure (that official in the Pharmacopœia) was employed. Then after the preparation was completed the filtering paper and the exhausted opium were placed in a bottle with 250 Cc. of water and the whole agitated until a nearly homogeneous mixture resulted, the filter paper being almost completely disintegrated. The mixture was then transferred to a percolator and water passed through till the percolate ceased to give a green color with tincture of ferric chloride. The percolate was then evaporated and assayed according to the United States Pharmacopœia method of assay for tincture of opium. The amount of morphine obtained in this way from the filter and the 50 Gm. of partly exhausted opium consisted of 1.15 Gm., which is equal to 2.3 per cent.

The United States Pharmacopœia directions for preparing wine of opium, after giving the formula, are as follows: "Mix the alcohol with eight hundred and fifty (850) cubic centimeters of white wine. To the mixed powders add nine hundred (900) cubic centimeters of the menstruum, and macerate during seven days, with occasional agitation. Then transfer the mixture to a filter, and, when the liquid has drained off, gradually pass through the filter, first, the remainder of the menstruum, and afterward enough white wine to make the product measure one thousand (1,000) cubic centimeters."

The object of this paper is to suggest that in all preparations made by maceration the drug be macerated with two-thirds of the menstruum, and the operation afterward completed by transferring the whole to a percolator and percolating with the remainder of the menstruum—i. e., the unused one-third. Another point frequently overlooked is the size of the filter paper. It does not always

¹ Abstract of a graduating thesis presented to the Pittsburgh College of Pharmacy.

occur to the operator to use a filter paper of the smallest practicable size. The clerk who made the wine of opium already referred to was a graduate of one of the Eastern colleges and was considered a man rather above the average in technical knowledge, yet he was careless enough to use a No. 33 filter, when better results could have been obtained with a smaller one, owing to the increased absorption surface presented by the No. 33 filter.

The result of my work would seem to show that percolation after maceration is the superior method of procedure, as equally good results will be obtained by this method in the hands of either a careless or a careful operator.

DISCRETION IN DISPENSING.

THIS was the title of a paper read at an evening meeting of the North British Branch of the Pharmaceutical Society of Great Britain in Edinburgh, on December 17, by Donald McEwan. After a few words of introduction the speaker said:

One is sometimes amused and sometimes shocked by the wide limits of discretion some people allow themselves in the matter of dispensing. I was myself brought up in the faith that if it was at all possible a prescription should be dispensed exactly as written. The dispenser ought to dispense it so, and had no right to do otherwise, unless a dangerous combination arose, when he became a safety buffer between the prescriber and his patient. It was then his duty, with the best possible excuse to the patient or his representative, to delay the dispensing of the prescription and consult the prescriber. Subsequent experience has only deepened my conviction, and I am more than ever satisfied that it is the only safe course to pursue.

THE LIMITS OF DISCRETION.

But circumstances arises when this course is impossible and the dispenser has to fall back on the time-worn dictum, Use your own discretion. As has been said, the limits which, to judge from discussions and editorial comments, are indulged in, vary very widely, and it has occurred to me that a public discussion might do some good in bringing our ideas into line. In our position as dispensers, above all our relations with the public, the doctrine of *caveat emptor* does not apply. The purchaser cannot beware. Here he places in us his fullest confidence, as does also the medical practitioner, and here, above all other things, does our duty to ourselves, to our clients and to the medical practitioner call for our most careful consideration. It is in the hope that we may perhaps arrive at some common understanding and be delivered from the often heard remark, "How is it that this mixture is different from what I had before?" that this subject is brought before you to-night for the purpose of having a free public discussion.

Taking bismuth subnitrate as an example, we constantly find it prescribed with sodium bicarbonate. What ought we to do in such a case? Some say substitute the carbonate; others say treat the mixture so that all or most of the action is over before sending it out. In my opinion both these ways are wrong. Bismuth carbonate has not the same therapeutic action as the subnitrate, therefore we have no right to substitute. If we use heat to hurry on the action we are giving the patient a larger dose of sodium nitrate than he would get if we simply dispensed the prescription as written. In all my experience I have only met with one case of an explosion from this mixture, and, though no doubt it was alarming to the party concerned, it is not a sufficient reason for interfering in the 999 cases where no explosion has occurred.

TO SUSPEND OR NOT TO SUSPEND?

Again we are told that the bismuth subnitrate ought to be suspended by means of some mucilaginous substance. This is a mistaken policy. The salt does not subside so rapidly that a correct average dose cannot be measured out, and for this reason, apart from the fact that any mucilage is apt to produce clots, the only safe course is to dispense the prescription as written. Of course, when bismuth subnitrate is ordered with suspending agents we have no option but to use them.

Another class of mixtures in which the question of whether the dispenser should use a suspending agent or not is that in which we find aqueous mixtures in which tinctures of resins or gum resins are prescribed. Doubtless with most of these tinctures it is possible at the time to make a presentable mixture without the use of any suspending agent, but this is delusive, and the only safe plan is to use a suspending agent, and if any salts are present in the mixture it will be made immediately apparent that it is practically compulsory to do so. In this class we may also put those mixtures in which we find a precipitate which is only diffused with great difficulty, such as we get sometimes from quinine salts.

WHERE CHEMICAL CHANGE OCCURS

There is a class of mixtures in which the question of incompatibility comes into play. For instance, we have the following:

I.

Amm. n. carb.	3j
Tr. camph. co.	3iij
Vin. ipecac.	3ij
Acet. scillæ.	3iv
Syr. tolu.	3iv
Aq. ad.	3vj

There is here the loss of a little ammonium carbonate and gain of a little mindererus. No reason for interference.

II.

Amm. n. carb.	3j
Strontil iodid.	3iij
Tr. digitalis.	3ij
Aq. ad.	3vj

III.

Strontil bromid.	3ij
Spt. chlorof.	3ij
Spt. ammon. aromat.	3iij
Aq. ad.	3vj

These are instances in which the prescriber should be seen, because there is a precipitate of strontium carbonate.

IV.

Sodil salicyl.	3iij
Syr. limonis.	3iij
Aq. ad.	3iv

Crystals of salicylic acid may separate, but that is not sufficient reason for interfering between the prescriber and his patient, though it might be good policy to notify the prescriber that another flavoring would be advisable. The next three examples which the author gave were:

V.

Quin. sulph.	3j
Acid. sulph. dil.	3ss
Syr. aurant.	3j
Aq. ad.	3ij

Solve fiat mistura.

VI.

Quin. sulph.	gr. xxiv
Acid. hydrocyan. dil.	3j
Glycerin.	3j
Inf. gentian. co. ad.	3vj

Solve fiat misce.

A tablespoonful three times a day before meals.

VII.

Quin. sulph. 3j
 Tr. gelsenin. 3ij
 Aq. ad. 3iss
 3j pro re nata.

Seeing the directions in No. 5 were *Solve fiat mistura*, the dispenser was justified in using a sufficiency of acid. In No. 6 a knowledge of the prescriber's habits and a reference to him made it clear that hydrochloric and not hydrocyanic acid was intended. In No. 7 one had no option but to dispense as written with a "shake-the-bottle" label attached.

The following are

QUESTIONS OF DOSAGE

VIII.—Sodii bromid. 10 gr., ammon. bromid. 10 gr., tr. card. co. 20 min., syr. aurant. 1 dr., aq. ad 8 oz. 1 oz. ter die post cib.

IX.—Quin. sulph. 4 gr., ext. hyoscyam. q.s. ft. pil.

X.—Quin. sulph. 2½ gr., ferri redact. 1 gr., ext. convallar. maj. q.s. ut ft. pil.; tales 12.

No. 8 was written in England, and one is almost forced to think the prescriber, until he reached the last line, was following the custom common in the South of writing a prescription for one dose and ordering so many to be sent. Even the homœopathic dose of the bromides, however, is no justification for interference.

COLOR CHANGES IN PRESCRIPTIONS.

Another class of mixtures likely to cause worry and lead to a wish for interference are those in which a change of color may be expected, either in the shape of a darkening or of a bleaching nature. Salicylates with alkalis may be taken as an example. What is a dispenser to do in such a case? We need do no more than let our client know that such may occur, but that the value of the medicine is in no way impaired thereby. Resorcin ointments are another case in point, and so are those mixtures in which we find bismuth iodide produced; they are sometimes alarming to the patient, but we have no call to interfere.

ANOTHER CLASS

is that in which, either from defective observation or a *lapsus penne* a mixture is ordered in which we are required to put 3½ ozs. of ingredients into a 3-oz. bottle, as in the following:

XI.—Acid. nitro-mur. dil., ½ oz.; tinct. gentian co., 1 oz.; vin. pepsin., 2 oz.; aq. ad 3 ozs.; 1 dr. ter. in die post. cib.

In such a case discretion must be exercised, and the matter referred to the prescriber. Liquor arsenicalis prescribed with liquor strychninæ hydrochloridi is another instance in which the dispenser must exercise discretion; the only safe plan is to use the acid solution of arsenic.

THE CHOICE OF PILL EXCIPIENTS.

A matter which is very often left to the discretion of the dispenser is the choice of a suitable pill excipient. In my experience this is so in about 60 per cent. of the prescriptions met with. In only 5 per cent. of instances is the excipient ordered unsuitable. Where the choice of excipient is left to the dispenser no general absolute rule can be laid down. The discreet dispenser will see to it that he uses an excipient which will not alter the appearance of the pill (extract of gentian to mass zinc oxide, for instance), nor increase its size more than may be necessary. Where a suitable excipient is ordered either in excess or in deficient amount the dispenser should use no more than is ordered. Where it is in excess, as say when 3 grains of extract of gentian are ordered to mass 2 grains of powder, bring a portion to dryness, make up to its original weight with some inert substance, and use

the remainder to form a suitable mass. Where there is a deficiency a liquid excipient should be used to form the mass.

Where an unsuitable excipient is ordered, for example, reduced iron with extract of gentian, the dispenser exercises a wise discretion in using another. In cases such as Nos. 9 and 10 the prescription should have the quantity used noted on it. The first dispenser may know the ideas of the prescriber regarding doses, but if not seeing that in both cases we may need a fairly stiff dose, it is better to use a limited quantity, say 1 grain and mass with a liquid.

THE SIZE OF PILLS.

Another point worthy of consideration in connection with pills is the question of size. The minimum of 1 grain is generally considered the correct thing, but when such a thing as morph. mur. ¼ grain is ordered with the instruction "ft. pil. parv.," the dispenser is within his discretion in setting aside this general understanding and turning out as small a pill as possible. As regards the maximum size of pills the dispenser has no discretion beyond making a pill as small as possible with the quantities of ingredients ordered. He is not justified in substituting a capsule where 3 minims of creosote are ordered in a pill, nor in dividing a pill into two unless requested in the latter case to do so by the patient. There seems to be a general opinion among prescribers that the Pharmacopœia orders pills of a certain size, but this is not so.

THE QUESTION OF COATING.

Opinions vary very much in regard to the question of coating pills. Some coat all pills, but the dispenser is not justified in coating pills unless ordered to do so. In cases where volatile or particularly nauseous ingredients are present it becomes a necessity and may be done and noted on the prescription. Where a coated pill is ordered without specifying any particular coating a question arises on which opinions vary. The desire of the patient should be ascertained, and if he has no preference, then varnish or gelatine coating should be used, but certainly never a pearl coating.

THE DISPENSING OF PROPRIETARIES.

The dispensing of prescriptions for proprietary articles is perhaps the greatest source of worry to the dispenser. These articles are so numerous and are put out under names coined for them which are exceedingly catching and enjoy a world-wide fame. For this we have ourselves to blame to a large extent. Had we ignored the fancy names, called them by their common or dictionary names and taught the public to do the same, we would not have had such trouble with them. Had the dispenser invariably destroyed the identity or, rather, the evidence of origin of the articles it would have been better for pharmacy; but when by prescription, say pulveroid potassii bromidi, 10 grs. in each, are sent out in the original box bearing the full name and address of the makers embossed on it and the pharmacist's own little label stuck on the other side, it is no wonder that the discerning public come to the conclusion that Blank & Co. are the only people whose articles are worth having. We are, in a sense, advertising them, and that brings me to another point.

PETROLATUM AND ITS ALIASES.

Another point worthy of notice in connection with proprietary articles is the following: There are in the market a great many articles under fancy names which are neither more nor less than the paraffinum liquidum or the paraffinum molle of the Pharmacopœia. What is

the dispenser to do when these are ordered? In my opinion he has no option but to obtain the article so named, even although he may actually already have the identical substance under another and official name. I do not object to any one who has elaborated a process seeking any reasonable gain to be derived from his work, either under the Patent Laws or by registration of a fancy name. But it is sad to think that merely by coining a name any one may acquire a virtual monopoly of an article which he has not invented and need not even produce.

THE PHYSICIAN'S KNOWLEDGE OF PERCENTAGE PROBLEMS.

The question of percentage solutions is another matter regarding which there is great dubiety, and the dispenser is compelled to use his discretion. I have in a large number of cases (in a roundabout way, of course), asked medical practitioners what is their idea of a 5 per cent. solution, and almost without exception I find they expect to get 5 grains of substance in 100 minims of solution. Since beginning this note I asked a fourth year medical student to ask some of his fellow students what their idea of a 5 per cent. solution was. His first experience was his last. He got the lucid reply: "Oh, it is 5 grains in the ounce, or is it the drachm? It is something like that at any rate." Such was the answer of a fourth year medical student, who, in another year, will be writing prescriptions for the public. This may not be a matter of superlative importance, but a common-sense view will incline us to the conclusion that it is grains in minims, and not a true scientific percentage solution that is wanted. Take, for example, a case in which a quantity of a 10 per cent. solution of cocaine is ordered. In such an instance the construing of the prescription affects the price, and this is what, more than anything else, gives the general public a means of comparison.

I have before now, at meetings of our local junior association, remarked that our work on dispensing difficulties is to a great extent wasted, because it does not reach those who cause the difficulties. A short paper contributed to the medical journals on a few outstanding examples might do some good, but who will bell the cat by sending it in?

That medical practitioners should sometimes go astray in prescribing is not to be wondered at, considering their meager training in practical pharmacy. The dispenser may often increase the prescriber's knowledge. A word in season—*suaviter in modo*—has a wonderful effect, and in my experience is almost invariably courteously and thankfully received. If in the exercise of his discretion a dispenser finds it necessary to modify a prescription the prescriber should invariably be informed of it, and of the reasons so as to prevent him ordering the same thing again. To sum up, my idea of the limit of a dispenser's discretion is that it is very narrow and must be exercised only under strong justifying circumstances.

Some Recent Advances in the Fire Proofing of Wood.
—Prof. Samuel P. Sadtler reviews the history of various attempts to impregnate wood with different chemical substances with a view of preventing rapid combustion (*Am. Jour. Phar.*, Dec.). He also reviews the applicability of the different chemical substances that have been recommended from time to time for this purpose, and finally devotes considerable space to the consideration and explanation of the method for impregnating wood adopted by the United States Fireproof-Wood Company, of Philadelphia.

EMPLASTRA.

By G. G. C. SIMMS,
Washington, D. C.

MY experience with plasters began about 50 years ago, when I entered a drug store in Washington city as an apprentice for the term of three years. The store did a good prescription business, putting up from 20 to 40 prescriptions a day. I had frequent occasions to spread plasters, spreading more blistering plasters than any other kind. Blistering plasters, however, do not belong to the official class of plasters, but rather to the cerates. Albespeyres' blistering tissue, also Brown's, were often prescribed. They were very elegant plasters of the non-official kind. Of the official plasters I remember spreading the following, mentioning those in common use first—to wit: Emp. plumbi, E. hydrarg., E. opil., E. saponis, E. ferri, E. picis Burgund., E. picis cum canthar., E. belladon., E. aconiti, E. resinæ, E. ammon. c. hydrarg., E. asafœtidæ, E. picis can. and E. antimonii. Some of the latter were very seldom made.

Ready-made machine-spread plasters were in vogue, the most salable being the poor man's, Burgundy pitch and strengthening plasters. Breast plasters made of diachylon were frequently made. The official plasters made into rolls were obtained from manufacturers and the other plasters from the well-known house at that time of F. C. Wells & Co., New York; but all of them could doubtless be obtained from any wholesale drug house.

The use of the above official plasters by physicians has gradually decreased year by year, until at the present time there is no occasion for the pharmacist to spread them. The poor man's plaster, which was so popular at one time, has all but gone out of use. We have an occasional call to spread a cantharides plaster, but if ordered by a physician we frequently have to use the cantharides cerate of some other manufacturer. Some of our physicians prescribe or instruct their patients to get belladonna, capsicum, thapsia, aconite, mercury, spanish fly and a few other plasters made by manufacturers who make a specialty of the business of spreading plasters.

These plasters are kept in stock by all apothecaries and are in frequent demand. I am sure that the pharmacist sells twenty times more ready-made plasters to-day than he was called upon to spread 20 or 30 years ago. That the demand for official plasters was on the decline 25 years ago is sustained by the testimony of the late Prof. Edward Parrish, who says in his "Treatise on Pharmacy," fourth edition, p. 891: "The spreading of plasters, which was formerly an important part of the business of the apothecary, has now, like many other operations of his art, been monopolized by manufacturers, who by making this single branch of manufacture a specialty acquired facility for the production of cheap and salable varieties. Machine made strengthening plasters are immensely popular outside of the profession, etc. . . . Recently the manufacturers have prepared Burgundy pitch, hemlock and warming plasters so as to put them within the range of physicians' prescriptions. Some of them should make the series of official plasters in appropriate sizes and compounded of the best ingredients, strictly according to the Pharmacopœia; there would certainly would be a demand for them, as apothecaries seldom covet the labor of preparing them extemporaneously."

Manufacturers are now making the series of plasters which Professor Parrish said they should make of appropriate sizes. Physicians and pharmacists have welcomed their arrival as an improvement on the hand-made plasters. They are more evenly spread, of much nicer finish, of equally reliable composition and cheaper. Their therapeutic effect is thought to be at least equal to the hand-made plasters.

The basis of machine-spread plasters is rubber; the basis of the official plasters is lead plaster, resin or wax. The plasters ordered by physicians and asked for by the laity, so far as my experience goes, are made by certain manufacturers who have the confidence of the medical, as well as of the pharmaceutical profession. The immense sale which a few of these plasters have is strong evidence of their therapeutic value. The fact that certain of these plasters will blister the skin and certain others irritate or redden it, while still others allay pain or strengthen the parts to which they are applied, is too patent to question it.

What Means Should be Taken to Advertise, Build up and Conduct a Department of Urinalysis in the Drug Store? Answers to this question in the form of essays are invited from Subscribers to the *American Druggist*. Whoever submits the most satisfactory answer before February 20, 1903, will receive a prize of \$10.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Codeine in Hydro-Alcoholic Mixtures.—A pharmacist had occasion recently to dispense the following:

Codeine.....	gr. iv
Spirit of chloroform.....	M. lxxx
Syrup tolu.....	3ij
Aqua ad.....	℥i

It being impossible to dissolve and keep the codeine in solution in this mixture, the question arose as to how the prescription should be dispensed. The method employed by the pharmacist in question, who communicated the matter to the Edinburgh Chemists', Assistants' and Apprentices' Association on December 10 last, was as follows: Mix the liquids in the bottle first, then add the codeine in powder, and shake till dissolved. Send out with a "shake" label. Codeine is soluble in water 1 in 80, in alcohol 1 in 3, in chloroform 1 in 2. The combination, therefore, does not suggest much trouble, but in attempting to dispense in the usual way some curious results are obtained. If the alkaloid be dissolved in the spirit and then water added the chloroform—which for the moment is thrown out of solution when spirit of chloroform is diluted—falls, carrying with it most of the codeine, the two getting locked together as it were, and refusing to pass into solution. The syrup does not help matters—rather the reverse. The addition of a little alcohol expedites solution, however.

Manipulation of Egg Shampoo.—We are indebted to C. P. for a note on the manipulation of the "genuine egg shampoo" printed in the AMERICAN DRUGGIST for November 24, 1902, p. 338. Lest this formula may have been overlooked by some of our readers, and for the benefit of new subscribers we repeat it, as follows:

Fresh eggs.....	No. 3
Spirit of soap, N. F.....	℥iss
Potassium carbonate.....	gr. clx
Ammonia water.....	M. clx
Rose oil.....	gtt. ij
Bergamot oil.....	gtt. ij
Geranium oil.....	gtt. i
Oil of bitter almond.....	gtt. i
Rose water.....	℥xxvij

The eggs are first whipped thoroughly in a Dover or other egg beater and then diluted with the rose water, gradually added. Next add the ammonia water, potassium carbonate and spirit of soap combined in one mixture, and after the whole has been thoroughly incorporated add the perfume oils with constant stirring.

C. P. states that better results can be obtained if the "physiological" method of treating the beaten eggs is resorted to. What he means by this is to partially emulsify the egg mixture with the ammonia water and potassium carbonate, before adding the spirit of soap in which the flavoring oils have been dissolved. We have not tried this method, as we found the original directions quite satisfactory, but we are glad to bring it to the attention of our readers. The formula, as we print it, yields a heavy, amber-colored fluid of a peculiarly agreeable scent, which lathers freely in contact with water; and leaves the hair in a fine silky condition.

Crude Phenol Disinfectant.—O. Company write: "Kindly publish a formula for a disinfectant made from crude phenol or cresylic acid that is economical to manufacture, and which when mixed with water will produce a milky cloudiness."

A solution of the kind desired may be prepared by

combining crude carbolic acid (which is the name under which cresylic acid goes) with an alcoholic solution of soda soap in definite proportions. For the preparation of the soap solution M. I. Wilbert has proposed the following in the AMERICAN DRUGGIST for November 10, p. 298:

Cottonseed oil.....	300
Caustic soda.....	45
Water.....	350
Alcohol.....	250

A soap is made of the above by treating the oil with the soda, which had been previously dissolved in a sufficient amount of the water, and adding the remainder of the water and alcohol.

A mixture of equal parts of this alcoholic soap solution and of crude carbolic acid will give a clear reddish brown liquid, slightly alkaline in reaction and having about the same consistency as syrup. It mixes readily in all proportions with water and is non-caustic to the skin even when applied in strong solutions. It is less than one-fourth the price of pure carbolic acid, and has a high efficiency as a disinfectant. Its solution in water is slightly milky in appearance, being a yellowish brown.

The Theory of Blue Prints.—B. A. H.—The explanation of the change of color in paper prepared for the blue print process is simple. The surface of the paper is treated with a solution of potassium ferricyanide and ferric citrate in the dark, and on exposure to sunlight, or by treatment with a reducing agent reduction takes place, an insoluble blue precipitate of "Turnbull's blue" being formed. When potassium ferricyanide comes in contact in solution with a ferrous salt, such as ferrous sulphate, Turnbull's blue is produced. With ferric salts it only produces a greenish brown solution, but no precipitate. If, however, the latter mixture be treated with a reducing agent, or is exposed to sunlight or even daylight, the ferri compound is reduced to a ferro, and a blue color or precipitate will appear. The gradual change in the ferricyanide to ferrocyanide can be noticed even in a plain aqueous solution of the salt, which when old will distinctly react with ferric salts and produce more or less of a blue color or precipitate.

Oleates of the Metals.—W. S.—These may be prepared extemporaneously by reacting upon pure Castile soap with the appropriate salt of the metal. Castile soap is the most available form of commercial sodium oleate. Of course, it is not pure sodium oleate, but it is not far from it, and will answer for all practical purposes. The soap should be dried, or a good average sample should be taken, the quantity of water estimated in it (by drying to a constant weight) and allowance made in the calculation for the water present. For the preparation, say of 1 pound of zinc oleate, there would be required of zinc sulphate 3,204 grains, and of sodium oleate 6,788 grains. As the Castile soap is not quite pure, and a small excess can do no harm as it is washed out again, the following proportions will answer in practice:

Zinc sulphate.....	10 parts.
Castile soap.....	22 parts.

The zinc sulphate and soap are dissolved in separate portions of water to a dilute solution, warm water being used in the case of the soap. The soap solution is then poured into the zinc solution and the mixture warmed until the oleate separates. The whole is then transferred to a

wetted muslin strainer and the precipitate washed with water, after which it is expressed to remove the moisture and dried without heat in a dust-free atmosphere.

The above explains in a rough way the rationale of the process. A more accurate method of preparing this and other oleates will be found in the National Formulary.

The National Formulary method provides for the use of a standard solution of Castile soap, and the reaction is brought about between it and zinc acetate, as follows:

Zinc acetate, crystallized.....3 troy ounces.
Solution of sodium oleate.....8 pints.
Water, a sufficient quantity.

Dissolve the zinc acetate in 16 pints of cold water, filter the solution if necessary through a pellet of absorbent cotton placed in the neck of a funnel, and then mix it slowly and under constant stirring with the solution of sodium oleate. Transfer the mixture to a wetted muslin strainer, and when the liquid has drained off wash the precipitate with water until the washings are practically tasteless. Lastly dry the precipitate, spread on paper, by exposure to dust-free air, without heat.

Solution of sodium oleate, according to the National Formulary, is made as follows:

White Castile soap, dry and powdered..16 troy ounces.
Water, enough to make.....16 pints.

Mix the Castile soap with 4 pints of water, so as to produce a uniform and gelatinous mixture. Then add 10 pints more of water until the soap is dissolved, allow the liquid to cool and add enough water to make it measure 16 pints.

Shoe Polishes.—P. A. B. asks us to print "a good recipe for making a black polish for black calf, kid, etc.; and also one for brown shoe polish, giving all particulars, prices, etc."

There is a great variety of formulas in circulation for shoe dressings of the kind indicated, but we regret our inability to vouch for the value of any. As for particulars of price, cost, etc., we must ask our correspondent to figure out details of this kind for himself. The formula first given provides for a borax shellac solution, which calls for a certain amount of manipulation on the part of the compounder:

Bleached shellac.....3iv
Sodium borate.....3ij
Sugar.....3iv
Glycerin.....3ij
Nigrosin.....3i
Water.....q. s.

Dissolve the borax in 14 ounces of water, and to this add the shellac and heat until the latter is dissolved; then add the sugar, glycerin and the aniline dye. Stir until the nigrosin is dissolved, and add enough water to make the whole measure 36 fluid ounces.

An application suitable for brown or russet leather shoes may be made like the above by either omitting the dye altogether or substituting bismark yellow or some other suitable yellow aniline dye for the nigrosin.

An excellent water proofing for leather, intended for application to either black or brown shoes is the following:

Oleic acid.....3iij
Ammonia soap.....3ij 3ij
Hot water.....3iij
Stearin.....3vi
Tannin.....3ij

Heat the stearin and oleic acid, add half the water to the ammonia soap, and while the oleic mixture is hot add the ammonia solution and the tannin, dissolved in the rest of the water, and mix well.

Compound Syrup of Hypophosphites.—R. L. E. —The improved process you inquire about is probably that devised by the Victorian Pharmaceutical Association of Australasia, and published in their Formulary of Unofficial Preparations. The method of preparing the syrup may be stated in abstract as follows:

Calcii hypophos.....3i, gr. iv
Potass. hypophos.....3ij, gr. viij
Sod. hypophos.....3ij, gr. viij
Strychninæ hydroch.....gr. iv
Ferri pyrophos.....3i
Quin. hydrochlor.....gr. xxxij
Sacch. alb. cryst.....q. s.

Dissolve the first three ingredients in the smallest quantity of cold water, the ferri pyrophos. in 3i of warm water, mix the solutions and filter through kaolin. Dissolve the quinine and strych. hyd. in 3i diluted alcohol. Make a strong syrup to allow for solutions, and clarify by white of an egg or felt filtering bag (and kaolin), and add enough syrup to produce 3lxiv of syrup.

REVIEWS OF BOOKS.

OHIO POISON REGISTER. First edition. Issued by authority of the Ohio State Pharmaceutical Association, Columbus, Ohio. Midland Druggist Publishing Company, December, 1902. \$1.00.

This is one of the most conveniently arranged and desirable records for poison sales we have yet seen. Designed for the use of the pharmacists of Ohio it is arranged with reference to the requirements of the new poison law which went into effect in that State on January 1, 1903. In sixteen introductory pages are given (1) A general introduction (which we must remark is rather unfortunately worded in parts, as it partakes of the nature of an apology for the law when none is needed); (2) the text of the law itself; (3) a synopsis of the law pointing out its chief requirements; (4) a chapter on poisons and antidotes, and (5) an alphabetical list of articles required to be registered when sold.

The form for registry provides for the following entries—to wit: "Name of article," "quantity delivered," "alleged use," "date of delivery," "name and address of purchaser" and "name of dispenser." In the sample blank for the guidance of druggists using the record, which begins the record proper, we find printed the word "habitué," this being intended to supply the information asked for in one place under the heading "alleged use."

After reading the second paragraph of the introduction, where it is set forth with an impressively jurisprudential air that "It is not only proper, but right, that any person or any number of persons should be restricted in certain acts, or in the exercise of certain privileges, when such restriction is clearly in the interest of the people," it is at least surprising to find that the poison law of Ohio restricts the sale of poisonous drugs only to children under sixteen years of age, a restriction, however, which does not apply if infants of a tenderer age present the "written order of an adult." It is true that little more is required in the poison laws of other States, some of which are notably weak in respect to the precautions to be observed in the selling by retail, but we expected more of a law which has been vaunted as a model.

It seems to be useless to look for uniformity of nomenclature in publications of this kind. As examples of inconsistency we may cite "sulfid of antimony," and "Sulphide of Antimony" on pages following each other.

The pages intended for the registry of sales are printed on a good quality of ledger paper, better indeed than is found in most poison registry books, and we see no reason why the book should not be generally used throughout the States.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

DON'T DO IT.

A RETAIL advertiser can make a good many mistakes in advertising and still win if he does not make the one great mistake. This is the error of supposing that he can ever afford to let up on his advertising in dull times. I really think there is little hope for a man who does this, because this point has been emphasized so long and persistently by everybody who is in position to speak from experience in the matter that the man to-day who disregards the advice shows by so doing that he has failed to grasp the essential principles that underlie all advertising success.

This is one of the seasons when thousands of druggists quit advertising for two or three months. Yet, as far as the principle is concerned, there is almost as much reason for closing the store for the same period. It is true that trade is dull in most localities for a time after the beginning of the year. It is also true that as far as any immediate results are concerned advertising may seem not to pay. It is also true that at this time of the year there are many days when there is not enough trade to pay running expenses; but no one thinks of closing up shop on that account.

Advertising must not be discontinued in dull seasons, because these are times when the foundation is laid for future results. People may not respond as much as at other times, but they are being influenced just the same. The advertiser is holding and increasing his grip on them. He is exerting influence which will bring results in due season.

There are three special reasons why the retail advertiser should keep up his effort at such times. One is that his dull time is apt to be the time when people have the most leisure and are thus able to absorb his advertising. Another is that advertising is more needed when people buy reluctantly than when they buy freely. The other reason is that one's competitors more than likely cease their efforts for trade at such times, and this leaves an opening for the man who never lets up. A very wise man once said: "Any time is a good time to advertise; an especially good time is when the other fellow doesn't; but the best time is all the time."

CRITICISM AND COMMENT.

From Wm. J. N. Gervais, Bath, N. Y., comes the special holiday number of *Gervais' Drug News*. This is a neatly printed four-page circular made up of original and copied material. It is not of as distinctly a holiday character as might be expected in a special holiday edition, the holiday material being subordinate to other matter. The circular has the faults of those that are prepared from patchwork material, but still is good enough to bring results. A smaller and distinctly holiday circular would have sold more holiday goods.

WELL ARRANGED BOOKLET.

J. C. Gordon, Winnipeg, Man., sends copy of a 24-page pamphlet, in which his specialties are advertised. The title is *Everything Stated Plainly*, and the introduction which follows refers to the title and explains that it is the intention in this book to state the truth about the goods advertised, telling of their good qualities and of their bad ones, if there are any bad. The title could be improved upon, but the pamphlet, as a whole, is well arranged and effective. Left hand pages are devoted largely to miscellaneous information of a useful character, while on the opposite pages appear ads for Mr. Gordon's special preparations. One of these pages is reproduced.

Do Not Cough.

Coughing is the result of irritation of the throat, bronchial tubes and lungs. The more you cough the more severe is the irritation. Consequently the first thing to do is to stop the coughing—then draw out the inflammation.

Gordon's Syrup of Spruce Gum

In many households has become a regular member of the medicine cupboard. Some of my customers say that they would not be without it—that when a sudden attack of coughing comes on Gordon's Syrup of Spruce Gum can be relied on at once to stop it. The ingredients, Spruce Gum, Wild Cherry, Balm of Gilead, are well known for their soothing qualities. It contains no opiate. Price 25c.

Cleanliness

Is a feature that seems to escape many an otherwise good druggist. We make cleanliness a point for remark. Every bottle, graduate, mortar or utensil used is washed and scrubbed with antiseptic soap and cleansed with clear water. We use clean towels—not one each week, or one each day, but a dozen a day if necessary. We use clean scales, the pans of which are covered with clean papers.

Dry Climate Hair Tonic.

We are proud of this preparation. It contains in perfect scientific combination the proper ingredients known to be beneficial to the hair and scalp. Its astringent properties keep the hair from falling out and the antiseptics which enter into the preparation completely destroy the germ of dandruff and scalp diseases. This Hair Tonic is not oily, it contains no mineral substances. It gives the hair a beautiful, healthy appearance. People who have used it tell us that it is far and away better than the much advertised Hair Vigors and Hair Foods. We believe it is the best preparation put up for the hair and will back up our faith in it by offering to return the price paid to any one not satisfied after giving it a fair trial. In 50c. bottles.

NEAT STORE PAPER.

J. J. Cronan, Denver, sends copy of his little store paper, *The Hyde Park Pharmacy Gazette*. This is a general type of store paper, equal to the average in all respects. A couple of paragraphs from this paper are shown. The one on cleanliness is a type of the kind of information that should be given about a store—where there is that sort of information to give. The hair tonic ad could have been made a little better if the promise of the heading had been fulfilled—that is, if the ad had told why this remedy was specially adapted to the requirements of a dry climate. If any such reasons exist they would be effective in the ad.

THE PRIZE PUPIL TALKS BACK.

Recent mention of the success of H. F. Ruhl, Mannheim, Pa., in *Printers' Ink's* advertising contest, brings the following response from him:

EDITOR BUSINESS BUILDING:

When the editor of *Printers' Ink* wrote me that I was one of the three who would win cash in the ad contest I felt like writing to you and expressing my gratitude. I did not do so at the time because I thought it would look as if I wished to boast by calling your attention to my success.

Since reading the nice little send-off you gave me in the current issue of the *AMERICAN DRUGGIST*, I feel at liberty to write you. Had it not been for the instruction I received from your department my name would not have appeared as winner of the second prize in this contest. What I know of advertising I have learned from you. The favorable criticism of an ad sent to you about seven years ago fired my ambition to do better advertising. From that time on, when the *AMERICAN DRUGGIST* came the first thing I looked for was your department, and my interest has not abated.

Manheim, Pa.

H. F. RUHL.

Opportunities for Export Trade.

UNITED STATES TRADE WITH FRANCE.

**An Extension of Our Commercial Agreement Desirable
—American Goods Should Find a Sale—Methods
Needed to Build Up a Trade.**

FRANCE imports more than the United States. In 1901 the value of merchandise received in the former country was \$910,000,000, against \$823,000,000 imported into the United States. Of the French imports \$603,000,000 were raw materials, \$155,000,000 alimentary products and \$153,000,000 manufactured goods. Of the latter the United States furnished only \$18,000,000, or a little less than 12 per cent.

The trade of our country with France is handicapped to some extent by the heavier freights and custom duties our shippers have to pay, in comparison with their German and English competitors, and no doubt if the commercial agreement now existing between France and the United States were extended to cover other articles the trade between the two countries would be materially increased. The question arises whether, under the present conditions, more of our manufactured goods could not be exported to this country? This question is ably discussed in the annual report of A. M. Thackara, United States Consul at Havre, in his annual report, an advance abstract of which has been furnished us by the Department of State. Mr. Thackara says that, taking into consideration the good quality, low price and efficacy of American made products, his answer would be in the affirmative. The methods which American manufacturers use in introducing their goods in France, however, do not compare favorably with those they employ in their own markets. After citing particular articles of American manufacture which are not found in the French market and for which there should be a sale, including chemical products, mechanical appliances, etc., Mr. Thackara speaks of the general methods of doing business in the following language:

Spasmodic attempts to create foreign trade are never successful. If our manufacturers really desire to secure outlets abroad for their products they should make systematic efforts, based on sound business methods, to do so. They should become conversant with the needs and mode of life of the foreigners to whom they wish to sell their wares, and then furnish goods which will be acceptable. Let our exporters treat the foreigners courteously and kindly; let them feel that they can get what they want and that they can always depend upon quick and complete shipments of their orders. The principle that anything is good enough for foreigners will not increase our export trade. They know what goods they can sell and the prices they can pay. Even more care and attention should be given to filling foreign orders than those for the home markets, for mistakes are harder to rectify. Do not send too much or too little, but execute the order exactly as it is given, or else vexatious delays are bound to occur, with possibly a refusal of the goods and a lawsuit, and certainly loss of future trade. One of the largest wood importers in France tells me that he is almost tempted to give up entirely the handling of American wood. He says he seldom receives a cargo which is according to order. Either the amount is in excess or it falls short, and often the quality is inferior to that which he expected to get. The American shipper, recognizing that the order is not properly filled, writes that the question of quantity and quality can be left to arbitration. This way of doing business is always unsatisfactory to the buyer, as he never knows what he may expect and there is an unforeseen expense.

The sooner American exporters learn the metric system of measurement the better the chance they will have of successfully meeting foreign competition in the French markets.

He concludes with the following timely and convincing statement:

At the present time our country is enjoying wonderful prosperity. When the reaction takes place and there is a serious depression in our home markets, our manufacturers will realize that foreign trade is an important factor of our industrial life. Those who have kept up business relations with foreign consumers and have outside outlets for the sale of their goods will be the last to reduce their working force, to run on short time or to sacrifice their overproduction by selling it at a loss on the home markets.

AMERICAN OPPORTUNITIES IN SIAM.

**Siam a Prolific Field for Commercial Exploitation—An
American House Needed at Bangkok—Bright Pros-
pects for Trade.**

THE visit of the Crown Prince of Siam to the United States has directed increased attention to that country on the part of our merchants, and there seems to be every reason to hope that a considerable trade can be developed with that country, which is our nearest neighbor in the East. The finances of Siam are in excellent condition. Her revenues show a constant and healthy increase during the last 11 years; her European securities have increased over 14 per cent. during the last year; her treasury balance has more than doubled at home, and she has no national debt. Undesirable taxes are being abolished, no new taxation is being imposed, a greater security of property encourages industry and thrift, and the people's wants are increasing with their prosperity. The foreign trade of Siam is increasing. In the year 1901 this trade was \$17,207,551 Mexican (\$8,173,587), in excess of that of the previous year, an increase of over 30 per cent.

Hamilton King, United States Consul-General at Bangkok, is enthusiastic over the commercial possibilities of Siam. In a recent consular report, advance sheets of which we have been favored with by the State Department, Mr. King directs attention to a number of the commercial opportunities offered the enterprising American. Railroads are being built by the Government, the rice produced is of the best quality, and by the introduction of improved agricultural machinery the production could be immensely increased. The city of Bangkok, with a million souls in 30 square miles of territory, no foot of which is more than 36 inches above tide level, has no sewerage system, a deficiency which will undoubtedly be supplied in the near future at a fine profit to the enterprising firm undertaking the contract.

Mr. King thinks that there is a great opening for an American house in Bangkok. There is not in the whole of Siam at present one American house competent to consider a Government contract, to push American trade or to represent American interests. Other nationalities are well represented; they are constantly seeking business and are ready to consider openings at once. It cannot be expected that business will seek Americans here any more than in other countries, and if it is sought out by the consular representative the three months' delay necessary for a reply from America will jeopardize our interests.

After four and one-half years' residence here he is persuaded that, for the right kind of people, there is an excellent business outlook in this country. A house to succeed in Siam must be of a standing that is recognized by the business world—one having connections in America and whose name is a guaranty for its undertakings. It must be strong enough to consider any business proposition that may come up before it and be able to attend to the lighter lines of trade as well. Such a house could secure the confidence of the Government of Siam at once and would be welcomed by it. To build up American trade in Siam the house must be run on American lines and managed by American business men. We cannot expect to succeed in business by farming out our interests to men of nationalities that have conflicting interests to be advanced. That a man has succeeded in business in America is no guaranty that he will succeed here, so different are the methods of carrying on trade in the Far East. One good man with business experience in the Orient is a necessity from the first. It would be well, indeed, if the house were connected with an American business already established in the Far East. It need not cut into the trade of those already engaged in importing from America, but might assist them and encourage others by facilitating shipping, easing terms of purchase and offering the usual wholesale inducements at this end of the line. Such a house should be able to control, to its own benefit, to the advantage of the producers and to the advantage of the local purchasers as well, all that America supplies to this market.

With a desire to impress upon his countrymen the belief that a paying business in Bangkok awaits an American house, Mr. King recently requested an American business man, who is well acquainted with trade throughout the Far East and

has carefully studied this particular field, to give his views on the subject. These practical and eminently common-sense opinions are sent as a supplement to his report of November 27, 1901—"Need of an American Business House in Siam." He says:

"With reference to the opening of a house in Bangkok for the sale of American goods, I will try to set down some of the points which I think should be taken into consideration.

"Of the two methods which might be followed—i. e., the forming of a company expressly for carrying on this particular work, or the opening of an office by one of the large trading companies in New York already doing business in other parts of the world—the latter would seem to be much the better plan, as the reputation of such a company is already well established; it is familiar with other foreign business methods, as well as with most of the lines of goods it would be called upon to handle in Siam; it would have its own methods of dealing with its home office, and would be on a better financial basis than another house which might attempt to do business in Siam alone. From what you have told me and from what I saw while in Bangkok, I believe with you that a house opened there by such a firm would pay, but it would be handicapped in some respects compared with the English or European houses already established and would have to move somewhat cautiously at the start. According to my observations, practically every English or European house in the East is founded on some local business, in which the capital is controlled by their countrymen at home, the houses out here usually acting as managing agents. From this business they have by degrees built up their other and smaller lines of trade depending largely on the local agencies for their support. These local managing agencies appear to cover in Siam much the same things as in Burma—viz., rice mills, timber, steamship companies, etc.—while in India they embrace coal mines, tea estates, cotton mills, jute mills; leather, mica, shellac, etc., and in Ceylon and in the Straits tea or coffee estates, jewel or tin mines, and shipping companies. Most of these local houses then take up every conceivable line of business from which there is a probability of profit in their particular district, such as life and fire insurance, cotton piece goods, machinery, etc.

"An American house opening in Bangkok would, of course, not be able to start on a basis such as this, and would need to make a careful study of the local conditions and needs before beginning; and while it might obtain considerable business from the Government, I believe it would be found that it would have to depend for the bulk of its trade on the natives of the country. This is one reason why close study should be made beforehand of the local market, for, while the Government and Europeans might demand the best articles in any particular line produced in America, the natives most likely would want something cheaper. This has been the experience, I know, of a number of houses in India, and the only American trading company there at present is working on this basis. I looked over their stock, both in Calcutta and Bombay, and while the material which the managers have imported is good and not cheap in appearance, like so much of the German product, it is not the best or most expensive that could be procured. Their business is almost entirely with the natives, with whom their goods appear to take well. The same thing is more or less true in regard to many of the English houses there.

"I have left until the last one of the most important points in a business of this kind—viz.: that of payment. Few, if any, of the firms in America, from which a trading company establishing itself in Bangkok would have to buy, would be willing to accept long terms of payment, and most of them, I am sure, would demand cash against documents in New York, except in exceptional cases, when part payments extending over 30 to 60 days would probably be accepted. It seems, therefore, that local terms would have to be left entirely in the hands of the Bangkok branch, the home office in New York making payments there and drawing on Bangkok at intervals, the Bangkok branch covering themselves for the delay in payments at this end by increase in their prices. A system used to some extent in India is that of having payments of small orders from native customers guaranteed by a responsible brokerage firm, who charge a small commission for doing so, this being paid by the customers. I believe you said that you knew of no such firm at present in Bangkok, but no doubt some of the Chinamen there would be willing to undertake it. If a house for the sale of American goods were opened in Bangkok, and could start by obtaining control of the importation of American flour, which you told me is large, I see no reason why it should not pay well. It would certainly be a good thing for American business, and I am sure that all producers and manufacturers at home, for whose product there would be any call, would do anything within reason to assist the movement."

The New Tariff in Japan.

The revised schedule of rates of duty on imports into Japan which is to go into effect on April 1, 1903, shows the following changes in articles used in the drug trade:

Description.	Old duty.		New duty.	
	Yen.		Yen.	
Condensed milk (1-pound cans), per doz.	.371	0.18	.847	0.17
Carbolic acid, per kin.	.036	.02	.049	.02
Salicylic acid, per kin.	.157	.08	.075	.04
Tartaric acid, per kin.	.073	.04	.085	.03
Alum, per 100 kin.	.198	.10	.227	.11
Antipyrine, per kin.	.....	.....	.361	.18
Biyakujutshu, per 100 kin.	.877	.44	1.051	.52
Bismuth, subnitrate, per kin.	.306	.15	.305	.15
Borax, per 100 kin.	.877	.44	1.166	.56
Camphor, per kin.	.367	.18	.466	.23
Cassia or cinnamon bark, per 100 kin.	.723	.36	.902	.45
Cassia or cinnamon oil, per kin.	.202	.10	.158	.07
Cataria, leaves of, per 100 kin.	.539	.27	.680	.34
Cinchona or Peruvian bark, per 100 kin.	1.732	.86	3.022	1.50
Cinnabar, per kin.	.096	.05	.098	.05
Cloves, per 100 kin.	1.885	.94	1.822	.91
Cocaine, hydrochlorate of, per 100 kin.	12.083	6.47	18.498	9.21
Colomb, per 100 kin.	.517	.26	.997	.50
Cocaine, hydrochloride of, per 100 kin.	12.983	6.47	18.498	9.21
Gentian, per 100 kin.	1.364	.68	1.077	.54
Ginseng, per kin.	.....	.....	.447	.22
Glycerin, per kin.	.086	.02	.085	.02
Gum arabic, per 100 kin.	1.307	.65	1.463	.73
Gum benzoin, per 100 kin.	1.124	.56	1.110	.55
Gum olibanum, per 100 kin.	.560	.28	1.141	.57
Hops, per kin.	.058	.03	.092	.05
Iodoform, per kin.	.511	.25	.482	.22
Ipecac, per 100 kin.	36.620	18.23	67.033	33.53
Jalap, per 100 kin.	4.581	2.28	4.279	2.13
Liquorice, per 100 kin.	.933	.46	.939	.47
Mawo or mawong, per 100 kin.	.383	.18	.626	.31
Morphine, per kin.	4.643	2.31	4.654	2.32
Musk, per kin.	.....	.....	41.175	20.50
Artificial, per kin.	.....	.....	10.494	5.23
Nard or Spikenard, per 100 kin.	1.520	.76	1.807	.90
Potash:				
Bromide of, per kin.	.093	.05	.101	.05
Iodide of, per kin.	.....	.....	.283	.14
Potchuck, per 100 kin.	1.410	.70	1.706	.85
Quinine, hydrochloride or sulphate of, per kin.	.....	.....	1.322	.66
Resin, per 100 kin.	.298	.15	.348	.17
Rhubarb root, per 100 kin.	.....	.....	1.892	.99
Saffron, per kin.	1.177	.59	1.718	.86
Salt peter, per 100 kin.	.980	.49	.972	.48
Santonin, per kin.	.380	.19	.967	.48
Sassafras root, per 100 kin.	1.681	.84	2.175	1.08
Wormseed or semen cynae, per 100 kin.	1.522	.76	1.781	.89
Shellac, per kin.	.055	.03	.048	.02
Soda ash, per 100 kin.	.851	.17	.894	.20
Soda:				
Bicarbonate, per 100 kin.	.457	.23	.367	.18
Caustic, per 100 kin.	.454	.23	.633	.32
Crystal or washing, per 100 kin.	.227	.11	.423	.21
Salicylate, per kin.	.142	.07	.115	.06
Sojutsu or changshaku, per 100 kin.	.462	.23	.532	.27
Stick-lac, per 100 kin.	1.870	.93	1.140	.57
Vaseline, per 100 kin.	1.642	.82	1.664	.83
Wagon or wanling, per 100 kin.	.499	.25	.651	.32
Acids:				
Boric, per 100 kin.	.....	.....	1.658	.83
Acetate, per kin.	.....	.....	.024	.01
Tannin, per 100 kin.	.....	.....	7.425	3.70
Ammonia, carbonate, per 100 kin.	.....	.....	2.113	1.05
Creosote, carbonate, per kin.	.....	.....	.351	.17
Potassium bichromate of, per 100 kin.	.....	.....	1.922	.96
Blue (Chinese, Prussian, etc.), per 100 kin.	6.690	3.33	6.233	3.10
Cobalt, oxide of, per 100 kin.	34.628	17.24	47.808	23.56
Emerald green, per kin.	.....	.....	.035	.02
Gallnuts, per 100 kin.	1.715	.85	2.892	1.44
Gamboge, per 100 kin.	6.802	3.40	5.924	2.95
Gold, liquid, per kin.	.....	.....	18.339	9.13
Indigo:				
Dry, per 100 kin.	.....	.....	21.427	10.67
Liquid, per 100 kin.	.....	.....	7.187	3.55
Lead, all colors, per 100 kin.	1.070	.53	1.327	.66
Logwood, extract of, per 100 kin.	2.397	1.19	2.166	1.08
Mangrove bark, per 100 kin.	.119	.06	.149	.07
Oil paints, per 100 kin.	1.304	.65	1.418	.71
Safflower, per 100 kin.	.....	.....	2.498	1.24
Spanwood, per 100 kin.	.285	.12	.234	.12
Turmeric, per 100 kin.	.384	.19	.486	.24
Ultramarine, per 100 kin.	1.749	.87	1.793	.89
Varnish, per kin.	.....	.....	.044	.02
Chinese varnish, per 100 kin.	8.272	4.13	4.173	2.08
Verdigris, per 100 kin.	2.297	1.14	3.678	1.83
Vermilion, per kin.	.120	.06	.143	.07
Warsho or gosu, per 100 kin.	5.423	2.70	6.172	3.07
White zinc, per 100 kin.	1.230	.61	1.318	.65
Fustic, extract of, per kin.	.....	.....	.022	.01
Glass:				
Window (uncolored and unstained), per 100 square feet.	.40	.20	.628	.31
Plate, silvered or unsilvered, per 100 square feet.	.....	.....	6.896	3.43

* 1 kin = 1.33 1-3 pounds.

An Export Agency.

The Densmore-Painter Trading Company, 145 Forty-first street, Brooklyn, solicit correspondence with manufacturers who have goods for export. They are in a position to handle these goods to advantage, and to make all necessary arrange-

ments for shipping goods and carrying on an export business generally.

Our Trade with Mexico.

The public discussion of a possible change in the standard of currency in Mexico adds interest to a statement just prepared by the Treasury Bureau of Statistics regarding the trade relations between the United States and that country. With no part of the world has the commerce of the United States grown more rapidly in recent years than with Mexico. Exports to Mexico from the United States, which amounted to \$15,000,000 in 1891, will be over \$40,000,000 in 1902, and imports into the United States from Mexico, which were \$23,000,000 in 1891, will be fully \$41,000,000 in 1902. Mexico is the one country with which our imports and exports balance. To Canada, that other adjacent country, we sell twice as much as the value of our purchases from it. Our imports from the Central American countries are 50 per cent. more than our exports to those countries. From the West Indies our imports are nearly twice as great in value as our exports to them. From South America our imports are nearly three times as great as the value of our exports to them, and from Asia our imports are more than double our exports to that part of the world. To Europe we export nearly three times as much as we import. In the case of Mexico, however, our exports are at present just equal to our imports, the total value of the exports from the United States to Mexico in the 11 months ending with November, 1902, being \$38,124,159 and our imports from Mexico during the same period \$38,712,051.

Mexico's trade with the United States grows more rapidly than that with any other part of the world. The exports from the United Kingdom to Mexico grew from \$8,000,000 in 1881 to \$10,500,000 in 1900; those from France to Mexico fell from \$9,000,000 in 1881 to \$7,000,000 in 1899; those from Germany grew from \$700,000 in 1881 to \$5,000,000 in 1899, and those from Spain from \$871,000 in 1881 to a little less than \$2,000,000 in 1900, while from the United States the exports to Mexico grew from \$11,000,000 in 1881 to \$35,000,000 in 1900 and, as already indicated, over \$40,000,000 in 1902.

Contiguity, quick rail communication and the presence of large American interests in Mexico are the principal causes of the rapid gains which the United States is making over her rivals in the trade of Mexico. Over 9,000 miles of railroad are now in operation in Mexico, bringing all parts of that country into direct communication with the United States, and, according to a recent statement furnished to the State Department by the United States Consul-General in Mexico, fully \$400,000,000 of capital from the United States is invested in that country, and many citizens of the United States are located temporarily or otherwise in Mexico. Mexico is the one country south of the United States to which our exports show an appreciable growth. To the Central American States our exports in 1890 were \$5,296,478 and in 1902 \$6,322,685; to South America our exports in 1890 were \$38,752,648, in 1902 \$33,043,617; to the West Indies our exports in 1890 were \$33,197,222, in 1902 \$43,632,951, while to Mexico our exports in 1890 were \$13,285,287, in 1902 \$39,873,606, and in the calendar year 1903 will be over \$40,000,000.

Mexican Import Duties.

In the AMERICAN DRUGGIST for December 8, page 376, attention was called in an article headed "Gold Standard for Mexico?" to a new decree by the Mexican Government regarding the calculation of import duties. The full text of the decree in question has since been published in the Mexican Herald. It reads:

ARTICLE 1. On and after the 1st day of January, 1903, the laws of November 30, 1898, and May 12, 1896, creating, respectively, the 2 per cent. port-works tax and the 7 per cent. stamp tax on import duties will be abolished.

ART. 2. On and after the same date of January 1, 1903, the import duties on foreign merchandise brought into the Republic will continue to be adjusted in accordance with the rates set forth in the import schedule, but the sum that would be payable according to that adjustment will be reduced by 50 per cent., and the amount thus found will be multiplied by the sum fixed by the Department of Finance for the settlement of duties during the month in question, which in no case will be less than 220 per cent. The product will represent the amount of import duties to be paid by the importer.

ART. 3. In order to determine every month the rate of settlement referred to in the foregoing article, the Department of Finance will take the average of the rates at which the banks of the capital have sold sight drafts on New York on each of the days comprised between the 1st and 25th of the month in which the announcement of the rate has to be made, making a reduction of 30 per cent. (or less if the liabilities of the nation payable in foreign coin increases in future) on the points of difference between the exchange rate of 220 per cent. and the average in question. The said Department, any day between the 25th and 28th of the month in question, will apprise the custom houses through the general custom house bureau of the rate adopted and at

which duties are to be settled during the following month, said rate being published in the *Diario Oficial*.

ART. 4. The rate of settlement for import duties adopted for each month will be applied to merchandise carried in ships anchoring in the port of their destination, or brought in over our frontiers after 12 o'clock on the night of the last day of the previous month and before the same hour of the last day of the current month, even though in either case the adjustment of clearance formalities be effected at a date subsequent to the last day of the month during which the rate of settlement was in force. Goods imported through the mails will be subject to the rate for settlement of duties in force on the day of their arrival in the country.

ART. 5. The stamp tax payable at the time of their importation by alcoholic beverages and foreign cards, as well as the additional duty for the benefit of the municipalities of the towns where the custom houses are situated, will be estimated on the basis of the import duties, calculated according to the foregoing articles. The pecuniary penalties provided by the general custom house ordinances to correct infringements of these ordinances will be computed in the same manner when those penalties are based on a percentage of the import duties.

ART. 6. Merchandise imported for consumption in the free zone, with the exception provided by Article 876 of the general custom house ordinances, will pay only 10 per cent. of the duties calculated according to the terms of Article 2 of this decree; but the tax for the benefit of the municipalities, as well as the stamp tax payable with respect to alcoholic beverages and foreign cards, imported for use in said zone, will be estimated and paid on the basis of the full duties in question.

ART. 7. Merchandise imported for the free zone and similar merchandise produced in that region, and which is forwarded further inland, according to the provisions of Section 4, Chapter 22, of the general custom house ordinances, will pay duty at the rate of liquidation in force at the date when permission for forwarding the goods inland is solicited, and from the total of said duties the 10 per cent. spoken of in the foregoing article will be deducted, even though the merchandise may have been imported at any prior date. The duties on foreign goods moved from point to point of said zone will be estimated in the same manner, either with a view to collecting them when there is room for so doing according to law, or with a view to the imposition of penalties provided for infringements of the same law.

Industrial Conditions in Guatemala.

An interesting *résumé* of general conditions throughout the Republic of Guatemala is published in a recent issue of the New York Tribune, being the expressed views of a traveler recently returned from Central America. He states that one of the features that particularly impressed him was the number of aboriginal descendants found in the country, statistics showing that the pure-blooded descendants of the original Guatemalans outnumber the full-blooded descendants of the other Central American countries 12 to 1. The explanation of this fact lies in the peace loving characteristics of the native inhabitants of Guatemala at the time of the Spanish conquest, who devoted their time chiefly to agriculture and offered little or no resistance to the invaders. Thus, while the warlike Indians were exterminated, those of Guatemala were merely subjected for the time being, and their descendants, with a slightly larger number of "ladinos" and "mestizos," as the Indians with mixed blood are called, make up the bulk of population of the country.

The pursuits of the inhabitants are still largely agricultural, and it is only recently that manufacturing has assumed any proportions in the country. The soil is fertile and the principal crops are: Coffee, which grows between 1,000 and 6,000 feet above sea level; sugar cane, growing between sea level and 6,200 feet; cacao, up to 3,000 feet, while tobacco, wheat, maize and beans are also raised in large quantities. The ordinary yield of tobacco, according to the best authorities, is 1,000,000 pounds annually; of sugar, 11,000,000 pounds; bananas, 1,000,000 bunches; cacao, 200,000 pounds, and coffee exports in one year attained 85,373,223 pounds, with a value of \$7,390,477 gold.

In addition to the agricultural resources of the country, there are also about 1,300,000 acres of forest land, abounding in mahogany, and 750,000 acres of grazing land. Gold mines have been opened on the south bank of the Montagna River and silver mines are being exploited in the vicinity of the same stream. Other mineral deposits embrace coal, lignite, manganese, lead, tin, kaolin, opals, slate, alum, marble, antimony, sulphur and salt, none of which have, however, received adequate exploitation.

Such manufacturing plants as exist are devoted to the supply of local needs, and include the preparation of ramie fiber and the manufacture of coarse textiles, hats, shoes, clay products, cigars, foundry products, furniture, musical instruments, agricultural implements and liquors.

The leading population centers are: Guatemala City, with 72,102 inhabitants; Quezaltenango, with a population of 22,265; Coban, with 24,475; Totonicapam, 25,196, and San Pedro, 11,189. The principal ports on the Atlantic Ocean are Livingston and Puerto Barrios, the latter one of the terminals of the transisthmian railway now under construction, while on the Pacific are San Jose, the other terminal of the same railway; Champerico and Ocos. Education is free and compulsory, the State expenditure for the purpose, exclusive of a polytechnic school, being \$95,062.

Latin-American Consular Officers.

The following Latin-American consular officers have been recognized by the Department of State of the United States: Eduardo Tingle, Consul of Chile at Philadelphia, Pa.; Leonardo D. Le Baron, Consul of Colombia at Mobile, Ala.; Howard P. Wilson, Consul of Colombia at Norfolk, Va.; Octavio Zayas y Adan, Consul-General of Cuba at New York for the United States; Laureano Cortes y Enriquez, Consul of Cuba at Boston, Mass.; Leopoldo Dolz y Arango, Consul of Cuba at Mobile, Ala.; Manuel Izaguirre, Consul of Cuba at New Orleans, La.; Mariano Rocafort y Marcyda, Consul of Cuba at Philadelphia, Pa.; Francisco F. Mendoza y Rodriguez, Consul of Cuba at Tampa, Fla.; Salvador Ros y Pochet, Consul of Cuba at San Juan, Puerto Rico; Antonio Altamira y Polo, Vice-Consul of Cuba at New York; Gustav Niederlein, Honorary Consul of Guatemala at Philadelphia, Pa.; E. F. Peters, Vice-Consul of Honduras at Cincinnati, O.

A Brilliant Future for Cuba.

A highly optimistic view of Cuba's progress and future is taken by the British Minister at Havana, Lionel Carden. Officials at the State Department are greatly interested in his recent report to the home Government, a copy of which has just been received at Washington. It is completely at variance with many pessimistic reports which have been published in this country.

"It is highly satisfactory to note the remarkable progress the island has made in the past three years," says Mr. Carden, "in spite of the deplorable condition in which it was left at the end of the war.

"The production of sugar has risen from 335,000 tons in 1899 to over 800,000 tons in 1901, and probably will reach 1,000,000 tons in this year's crop. The cultivation and manufacture of tobacco, as well as the minor industries, show considerable improvement. The stock of cattle on the island, thanks to large importations, is now probably upward of 750,000, as compared with less than 200,000 at the beginning of 1899.

"Finally, the value of the exports has increased from £9,260,000 to £12,650,000, and would have reached much higher figures but for the fall in the price of sugar.

"Considering how little financial assistance the Cubans have received from abroad, it speaks very highly for their energy and industry that they should have achieved so much in so short a time and with such limited resources at their command, and affords strong ground for believing that the work of developing the island's industries anew, commenced under such difficulties, will be persevered in."

All through the Minister's report, treating of the details of each branch of commerce, he points out to his countrymen the growing competition of the United States. The report is full of advice to English traders as to the best means of meeting this competition and of holding the ground in Cuban trade.

Extension Southward.

A valuable and interesting article entitled "The United States in Latin America" forms one of the features of a recent issue of the *World's Work*, the ground being taken by the writer, William Bullfin, that at no time have conditions been more propitious than the present for the cultivation of close fraternal relations between the various countries of the Western Hemisphere. These relations should have their foundation in extended and mutually advantageous commercial intercourse, the possibilities of which are very clearly demonstrated in the article in reference. Surprise is expressed that so many important men in the United States should give scant attention to Latin America, while they eagerly discuss the future of American enterprise in China. It is not astonishing that they should turn their attention to the splendid possibilities of the valley of the Yangtse-Kiang, but that should not prevent the exploitation of the valleys of the Orinoco, of the Amazon and its branches, of the River Plate and its mighty tributary streams, and of the Rio Negro. The Orinoco flows through some of the most fertile regions of the world. The teeming heart of the South American continent can be reached by the basin of the Amazon or by the basin of the Plate, and the pine forests of the Southern Andes can be reached by the Rio Negro and its tributary, the Limay. The resources of the Argentine Republic, of Bolivia, Paraguay and Brazil are held up as examples of industrial development, and business men and capitalists are urged to extend their acquaintance with their next door neighbors that mutual benefits may accrue. The article is profusely illustrated with very fine examples of the lithographer's art.

Gordon Memorial College Celebration.

The English newspapers and medical journals for the second week of December contain eulogistic accounts of a dinner provided by Henry S. Wellcome, of Burroughs, Wellcome & Co., as a "send-off" to Dr. Andrew Balfour, of Edinburgh, who has been appointed director of the bacteriological laboratories of the Memorial College at Khartoum, which have been founded through the generosity of Mr. Wellcome. A pamphlet issued as a souvenir of the dinner gives illustrations in line drawings of a few objects selected from the collection made by Mr. Wellcome during his recent visit to the Soudan, while "Some Reminders of the Ancient Seats of Learning on the Nile" embody interesting notes on the character of the instruction given in the schools associated with the temples. The speakers at the dinner included many men of note in the worlds of art, literature and politics. Mr. Wellcome presided, and among others present were Sir Henry M. Stanley, Sir Dyce Duckworth, Surgeon-General Sir William Taylor, Sir R. Douglas Powell, Prof. H. E. Armstrong, J. H. Balfour Browne, K.C., Dr. Patrick Manson, C.M.G., Dr. Louis Cobbett, Hugh C. Smith (trustee of the Gordon Memorial College Fund), Prof. George B. Howes, Prof. John Attfield, F.R.S., A. C. Fletcher, Prof. R. F. Calder Leith, Charles E. Fagan, Alex G. Russell Foulerton, A. Gordon Salamon, Dr. William Murrell, Prof. R. Bowdler Sharpe, Prof. R. Tanner Hewlett and Prof. E. H. Starling.

The London Daily Chronicle for December 9 prints an appreciative leading article on the occasion, from which we take the following:

"Henry S. Wellcome, the giver of the feast to the distinguished company that assembled at the Prince's Restaurant last night to bid 'Godspeed' to Dr. Andrew Balfour, the future director of the chemical and bacteriological laboratories of the Gordon Memorial College, Khartoum, is one of the most highly respected citizens of the Great Republic who have made their home in this country. In a measure, the name of no American is so widely known as that of Mr. Wellcome, inasmuch as he is the sole member of that great firm of chemical manufacturers, Burroughs, Wellcome & Co., whose products probably find their way into every British household, and also form an indispensable part of the medical equipment of every expedition that leaves these shores for purposes of exploration or research. Mr. Wellcome is, however, not merely the head of the vast enterprise with which his name is associated, but is himself a chemist of distinction, and—as befits a son-in-law of Dr. Barnardo—a philanthropist to boot.

"It was owing to the accident of a winter stay in the Soudan that Mr. Wellcome was led to realize that the Gordon Memorial College, erected in Khartoum, could hardly be considered complete without the addition of a chemical and bacteriological faculty. The hundred and twenty thousand pounds or so collected by Lord Kitchener for the establishment and endowment of the college had, as Mr. Wellcome discovered during his stay in Khartoum, been devoted to other purposes, and, great as was the need for a laboratory, nothing remained wherewith to equip and endow it. With a generosity that is perhaps unexampled in the case of one who is not only of old American stock, but is still a citizen of the transatlantic republic, although for many years a resident in this country, Mr. Wellcome decided to make good the deficiency himself. He therefore provided the necessary funds and material for the establishment of fully equipped chemical and bacteriological laboratories, and, the sanction of the Sirdar having been obtained, Dr. Andrew Balfour was selected as its first director. Dr. Balfour, who is still a young man as years count, leaves London on Thursday next for Khartoum."

Pharmacy in San Marino.

This little republic, which is situated in the Italian province of Emilia, has but three drug stores to meet the requirements of a population of 11,000, distributed over an area of 33 square miles. There is a Governmental tariff controlling the retail prices of pharmaceutical substances. The price of citric acid is 30 centesimi per 10 grammes, Hunyadi Janos is 80 c. per bottle, antipyrin is 30 c. per gramme, potassium bromide 25 c. per 10 grammes, ammonia carbonate is 10 c. per 10 grammes, quinine sulphate is 50 c. per gramme, chloral hydrate is 25 c. per 10 grammes, chloroform is 81. per 100 grammes, hydrochloride of cocaine 31. per gramme, glycerin 40 c. per 100 grammes and sulphate of magnesia 6 c. per 100 grammes. 100 c. = 1 lira = 20 cents.

Ammonia carbonate rubbed upon a hot wet spade in a greenhouse has a miraculous effect in developing a profusion of flowers, buds and leaves. The tints are said to deepen and increase in brilliancy after each application.

Hepburn Pure Food Bill Passes.

The Pure Food bill introduced by Representative Hepburn, of Iowa, and which has met with the approval of the drug trade generally, having been indorsed by many State pharmaceutical associations, passed the House of Representatives by a vote of 72 to 21, on December 18. Four bills for the purpose have been introduced in the House, but the Hepburn bill was reported from the Committee on Interstate and Foreign Commerce, of which Mr. Hepburn is chairman.

It is a bill "for preventing the adulteration, misbranding and imitation of foods, beverages, candies, drug and condiments between the States and in the District of Columbia and the Territories, and for regulating interstate traffic therein."

It directs the Secretary of Agriculture to organize the chemical division of the Department of Agriculture into a Bureau of Chemistry, which shall be charged with the inspection of food and drug products, and shall from time to time analyze samples of foods and drugs offered for sale.

Traffic in adulterated or misbranded goods is prohibited under penalty of a fine not exceeding \$200 for the first offense, and for each subsequent offense a fine not exceeding \$300, or imprisonment not exceeding one year or both.

In the case of drugs, if sold under a name recognized in the United States Pharmacopoeia and the drug differs from the standards of strength, quality or purity as determined by the requirements laid down in such pharmacopoeia at the time of its investigation, so that its strength or purity falls below the professed standard under which it is sold; if it be an imitation of or offered for sale under the name of another article, and in the case of a confectionery, if it contains terra alba, barytes, talc, chrome yellow, or other mineral substances, or poisonous colors or flavors.

When the Secretary of Agriculture finds that food or drugs have been adulterated or misbranded he is to certify the fact to the proper United States District Attorney who must prosecute. The Secretary is to fix the standards of food products when advisable, and is to determine the wholesomeness or unwholesomeness of preservatives and other substances added to foods, and these standards may be read in evidence on the trial of any violator of the law. Any dealer who refuses to furnish samples to the department can be punished by a fine of \$100 or imprisonment not exceeding 100 days or both.

The last section of the bill provides that any article of food or drug that is adulterated or misbranded within the meaning of this bill, and is transported, or being transported from one State to another for sale, or if it be sold in the District of Columbia or the Territories, or if it be imported from a foreign country, shall be liable to confiscation by a process of libel for condemnation in the United States courts. Such goods, it is also provided, shall not be sold in any State contrary to the laws thereof.

No Rebate on Policies.

The hopes of certain retail druggists of an insurance rebate have been dashed to the ground. After a circular promising a rebate of 25 cents on policies written at the \$1 rate, before the rating reduction to 75 cents had been sent broadcast by an insurance brokerage firm, the representatives from the different associations, who, as a committee, secured the lower rating, reported back to their organizations that rebates would be granted.

Manager Hess, of the Insurance Exchange, hearing of this, sent out the following circular to the members:

"The manager having received numerous copies of a circular addressed to retail druggists in which a firm of brokers offers to secure a rebate based upon the recent reduction of the general minimum rate applying to retail druggists, the attention of members is called to the fact that section 15 of agreement reads as follows:

"In case of reduction of rate no policy shall be canceled pro rata and rewritten at a lower rate and no rebate shall be made on such policy."

"Any pro rata cancellation of, or allowance of return premiums upon policies covering retail drug stores by reason of the recent reduction of minimum rate, whether such policies are written on specifically ratio risks or upon minimum rated risks, would be a violation.

In our last issue mention was made of the fire which destroyed the store of Joseph Jacobs, of Atlanta, inflicting a loss of some \$50,000 or more. In a recent issue of the Atlanta Constitution an editorial article appears warmly commending the indefatigable spirit displayed by Mr. Jacobs, who within 24 hours after the destruction of his store and stock had two new stores in operation, one being a retail and the other a wholesale store.

Words of Warning.

The January 2 issue of the "Notes" issued by the Department of Publicity of the National Association of Retail Druggists contains the following appeal and warning:

FUTURE OF THE RETAIL DRUG TRADE.

The future of the retail drug trade of America is in the hands of the retail druggists themselves. To those who have their "shoulders to the wheel" and are pushing with all their might, we have this to say: Your efforts are well timed and embody noble purposes and farsighted wisdom. If the N. A. R. D. succeeds in its mission, it will be to you that future generations of druggists will give credit for the heroic and successful struggle. To those who fail to grasp the importance of the N. A. R. D. work and recognize its force in shaping the destiny of the retail drug trade; to those who are indifferent or placid and refuse for trivial reasons to become active workers in this great movement, we have this to say: If the N. A. R. D. fails to solve the pressing problems which now confront the retail drug trade, if the movement finally disintegrates and the demoralized conditions that weighed down the trade immediately preceding the formation of the N. A. R. D., or worse, prevail again in the future, the druggists of that day can look back and point the finger of derision and scorn to you and say, "Had you done your duty in 1902 and 1903 this calamity would not have overtaken us."

No trade movement of modern times ever had more valiant soldiers than that represented by the N. A. R. D., and no trade movement in the commercial reform field to-day has more short sighted, "penny wise and pound foolish," fault finding and obstructive elements in it than this one. To the latter, which represent a small but active (with mouth and pen in criticism and innuendo, but masterly inactive along the lines of constructive work) body of men, we wish to address a few remarks: Why not be reasonable? Ninety-nine out of every one hundred persons identified with the drug trade unite in declaring that the outlook for achieving all that the N. A. R. D. ever hoped to gain is bright, is brighter than it has been in all the years that have intervened since price demoralization and other abuses secured a foothold in the trade, and that if there ever was need of a supreme, united effort to overcome all obstacles which impede progress, it is now. Then why not take hold and help? Of course, you are asked to pay \$2 per year into the N. A. R. D. treasury for the support of the work, but what of that? Chicago journeyman barbers pay 60 cents a month, or \$7.20 a year, into their organization's treasury, and they are getting in return \$5 per week, or \$260 a year, in increased wages. As the professions go, the barbers do not rank as high as the pharmacists, but they evidently know a business proposition when they bump up against it. Chicago druggists pay all that is required of them, which has never exceeded, all told, 4 cents per day, and receive in return \$2 to \$10 per day in increased profits, thus evidencing the possession of commercial acumen at least the equal of the barbers. In thousands of other localities the druggists are doing likewise. But what shall we say of those druggists in a few, but important localities, who declare that \$2 per year, or less than 1 cent a day, is too much for them to pay into the treasury of an organization from whose activities they expect so much?

Right here we wish to say: Do any of those who object to the increase in the dues of the N. A. R. D. to \$2 per year advance any other plan whereby the organization can be rendered self-supporting? Do any of those who complain of being legislated out of the N. A. R. D. explain a method whereby the retail druggists of the United States can preserve their independence and yet allow the society which represents their interests to live on the charity of those who may or may not be its friends? Objecting to \$2 a year dues amounts to a declaration in favor of casting to the winds that policy which has made merchants' associations, trade unions and similar organizations powerful enough to correct many of the wrongs under which their members have suffered: \$2 a year, forsooth—if it was \$20 a year there might be some slight ground for complaint.

We wish to warn the inactive, non-paying, objecting druggist that whether the N. A. R. D. eventually wins a great triumph or goes down in ignominious defeat, the finger of scorn will be pointed at you if you fail to do your duty during the coming months of crucial campaigning. In either event the characterization and comment will be stinging. "We succeeded without you, in spite of all your mean efforts to belittle our cause;" or, "We might have succeeded had you not withheld your aid," is the style of censure that is likely to follow you to your grave. Is this the best you deserve at the hands of your brother druggists? Then why not "right about face" and line up with the forces that are doing their level best to make the calling of a druggist an honorable and profitable one?

STATE BOARD OF PHARMACY.

Annual Meeting at Albany—A New Board of Officers Elected for the Ensuing Year—Sidney Faber, of New York, Displaced as General Secretary by Warren L. Bradt, of Albany—Dr. Brundage, of Brooklyn, Succeeds Mr. Hyde, of Rochester, as President—Thorough Inspection Work of the Board—Conditions in the Rural Districts—The Increasing Use of Mercuric Cyanide as a Poison Following the Molineux Trial—Engrossed Resolutions for former President Smither.

The New York State Board of Pharmacy held their annual meeting at Albany on Monday, January 5. Three sessions were held—the first in the morning, the second during the noon hour and the third in the afternoon. The board chose the Hotel Ten Eyck as their place of meeting.

President Byron M. Hyde called the board to order. The roll being called, the full board was found to be present, as follows:

Eastern Section—Clarence O. Bigelow, New York, chairman; Albert H. Brundage, George C. Diekman, William Muir, Sidney Faber, secretary.

Middle Section—George H. Merritt, Newburg, chairman; B. M. Hyde, Rochester; Charles B. Sears, Auburn; Judson B. Todd, Ithaca; Warren L. Bradt, secretary, Albany.

Western Section—Edgar M. Jewell, Batavia, chairman; Albert M. Palmer, Batavia; Willis G. Gregory, Buffalo; S. A. Grove, Buffalo; George Reimann, secretary.

The morning session was devoted to the transaction of routine business, the usual committee reports being submitted and acted upon. The report of the Committee on Finance showed a satisfactory year's work and that the duties of the board had been faithfully carried out. The annual report of the president was a comprehensive document, reviewing generally the transactions of the board for the past year and embodying several recommendations. After this was disposed of and the old board had adjourned, the new board reconvened in accordance with the law and proceeded to the election of officers for the ensuing year with the following result:

President—A. H. Brundage, Brooklyn.

First Vice-President—Willis G. Gregory, Buffalo.

Third Vice-President—Charles B. Sears, Auburn.

General Secretary-Treasurer—Warren L. Bradt, 55 Washington avenue, Albany.

SYSTEMATIC INSPECTION WORK

The afternoon meeting was given over mainly to the reception of officers' and committee reports. Principal among the features of the reports was the review of inspection work. The report on this subject was presented by the Committee on Inspection. In substance it went back over the past year and showed by very conclusive facts and figures that the matter of inspection had been gone into more thoroughly than ever before.

During the year 8,000 inspections, as against 4,000 of 1901, were made. It was shown that through the work of the board in this regard the practice of pharmacy had been materially bettered throughout the State. Several hundred samples of drugs were collected at the stores and assayed. The proportion of those found to be standard greatly exceeded that of previous years.

IMPROVEMENT IN THE RURAL DISTRICTS.

In the Middle Branch a marked improvement in the sale of drugs was found throughout the rural districts. This is claimed to be due to the issuance of special permits. Where previously every general store had been allowed to sell drugs and poisons indiscriminately, only one dealer in the village was now given the right to sell. That person was required to have the necessary experience.

These permits are intended as temporary expedients until drug stores are duly established. Thus the action of the board tended to place on one man the whole responsibility for the sale of the drugs.

In the Middle Section the committee visited nearly 1,000 towns and cities (3,000 inspections). They stopped the indiscriminate sale of drugs in more than 1,500 general stores. This section collected in fines \$1,425 during the year.

RESOLUTIONS ADOPTED

Several resolutions were adopted, including one authorizing and directing a change in the manner of giving the examinations in materia medica and pharmacy.



ALBERT H. BRUNDAGE, A.M., M.D., PHAR.D.
President of the New York State Board of Pharmacy.

The election of Dr. Albert H. Brundage, of Brooklyn, to the presidency of the New York State Board of Pharmacy is a well-deserved compliment to an earnest worker, both in educational and organization affairs. Intended for the law, Dr. Brundage took up a course of study and entered a law office when his parents moved from Newark, N. J., to Brooklyn in 1881. This was, however, soon abandoned for the drug business, to which he served an apprenticeship in Brooklyn in the early 80's. Early in his connection with pharmacy he perceived the advantages of a medical training and succeeded in matriculating at the University of the City of New York and graduated as M.D. in 1885. From 1886 until the summer of 1898 Dr. Brundage was the medical director of the gymnasium at Vanderbilt University, Nashville, Tenn., and also at the Peabody Normal College of the University of Nashville from 1896 till 1899. In the latter institution he was also lecturer on sanitary science. While endeavoring to extinguish a fire in one of the buildings of the University of Nashville, October 22, 1888, he was frightfully burned about the face and hands, the burns being so serious that his life was despaired of. He was incapacitated for a long period, and the shock to his nervous system has never been entirely recovered from, the ill effects being felt to this day. A few years elapsed before he felt equal to again entering upon an active life, but in February, 1891, he opened an office on Bushwick avenue, Brooklyn, and started on the practice of his profession, at the same time manifesting the keenest interest in pharmaceutical affairs. From 1891-92 he was instructor in botany, materia medica, pharmacognosy and organic chemistry in the Brooklyn College of Pharmacy, an institution of which he was one of the founders, and in which he is at present the professor of toxicology, physiology and hygiene. He could have been elected president of the New York State Pharmaceutical Association at the annual meeting held at Manhattan Beach in 1897, when he turned in the largest number of applications for membership ever presented at one time by one member, but he preferred to step aside in the interest of a friend and content himself with the office of first vice-president. He was chairman of the Committee on Pharmacy and Queries of the association for that year, and submitted the annual report of that body. In recognition of his services to the association in the way of attracting new members, etc., he was made a life member at the succeeding meeting. Upon the foundation of the Rhode Island College of Pharmacy a short time ago Dr. Brundage was chosen professor of toxicology and physiology in that institution. He was a member of the Board of Pharmacy of the old city of New York, and when this passed out of existence with the organization of the All State Board of Pharmacy he was elected to it, and has since served successively as second and first vice-president, besides being the examiner in toxicology and poology. Dr. Brundage's friends often marvel how he continues to attend to the many duties of both a professional, scientific and social character which he has either imposed upon himself or has had thrust upon him. He is the founder and past president of the Brooklyn Medical Society, but retains his active connection with pharmacy by occupying the position of apothecary to the Bushwick Central Hospital of Brooklyn. He graduated from the Brooklyn College of Pharmacy in 1892, and later took the post-graduate course, which gave him the right to append the title Ph.D. to his name. He is the author of a very successful work on toxicology which is now in its second edition.

The Committee on Sale of Poisons recommended that the attention of pharmacists be called to the dangerous character of wood alcohol as a drug for internal use. Many cases of blindness had resulted from its use in flavoring extracts, etc. The board will advise pharmacists to exercise caution in the sale of the article.

Mercuric cyanide appears to have acquired a certain vogue as a means of committing suicide through the publicity given to the chemical in connection with the Molineux trial. The board therefore recommended that mercuric cyanide be named in Schedule A of the poison law, so as to insure the registry of sales.

Before adjourning a letter was read from the retiring member, former president Robert K. Smither, of Buffalo, who gave expression to his appreciation of the many courtesies extended to him by his colleagues on the board, and spoke of the opera-

tion of the pharmacy law and its salutary effect in raising the standard of pharmacy. The communication was filed, and the board adopted a resolution providing for the presentation to Mr. Smither of a set of engrossed resolutions in testimony of his valuable services to the board and to pharmacy generally during his term of service, a special committee being named to frame the resolutions and attend to their engrossing.

The board then adjourned, to meet again in June at Utica, during the annual convention of the New York State Pharmaceutical Association.

NEW EXCISE RULING.

Claret Soda Under the Ban.

The Commissioner of Internal Revenue at Washington has issued a circular to collectors notifying them that on and after January, 1903, "every person who sells or offers for sale any soda water drinks, or other beverages to which is added distilled spirits, or wine, or any compound thereof," must pay the special tax of a retail liquor dealer. The tax is \$25 a year.

The ruling has been incorporated in the last bulletin of treasury decisions issued from Washington, and it will be forwarded at once to the managers of all drug stores and confectioneries running soda fountains. The decision is as follows:

"An examination of facts in cases which this office has recently had under consideration leads to the conclusion that a more stringent ruling is demanded in regard to the sale by druggists and others of beverages called 'claret soda,' and other drinks sold at soda fountains containing small proportions of distilled spirits or wine or compounds thereof.

"Each collector is, therefore, directed to give immediate notice to druggists, confectioners and other persons concerned, in his district, that on and after January 1, 1903, the special tax of a retail liquor dealer is required to be paid by every person who sells or offers for sale any soda water drinks or other beverages to which is added distilled spirits or wine (the fermented juice of small fruit) or any compound thereof.

"That part of ruling No. 223 in Treasury Decisions, 1900 (volume 3, page 310), in which it is held that 'where an alcoholic flavoring syrup is used for sprinkling into a glass of soda water a quantity so small as to merely give a flavor to the water, the special tax of a liquor dealer is not required to be paid for the sale of such beverage,' is hereby revoked, as well as every other ruling heretofore made contrary to the present ruling.

"Collectors are directed to furnish a copy of this circular to the proprietor or manager of every drug store, confectionery or other place where spirits or beverages of this character may be sold, and to see that on and after January 1, 1903, all persons disregarding the instructions herein contained are reported to this office.

"J. W. YERKES,
"Commissioner."

PHARMACY LITIGATION IN MARYLAND.

Henkel's Case Goes to Court of Appeals.

Judges Revell and Thomas filed a unanimous opinion at Annapolis December 18, in the case of Charles B. Henkel, etc., vs. David A. Millard, et al., the State Board of pharmacy and Charles G. Feldmeyer, in which they decide in favor of the defendants.

The case was instituted by Dr. C. B. Henkel, of Annapolis, against the above named defendants and John H. Musterman, who asked the court to annul the action of the Pharmacy Board in granting to Feldmeyer and Musterman certificates to practice pharmacy. In his bill the plaintiff alleged that these two men had misrepresented the facts in their applications for certificates and that they were not graduates of pharmacy, lacked experience, were not qualified and that to allow them to practice the same was a menace to the public health and safety. In this case the court decided against him and he brought the second suit, leaving Musterman out.

Six days later an appeal was taken by Dr. Henkel. This case represents the second attempt of Dr. Henkel, of Annapolis, president of the Board of Pharmacy, to secure a legal interpretation of the pharmacy act passed by the Legislature during the session of 1902. Dr. Henkel claims that Charles G. Feldmeyer had not properly qualified to receive a certificate as a pharmacist, and further holds that the board was not sufficiently rigid in issuing other such certificates. The case will now be settled by a decision of the Court of Appeals.

POPULARIZING THE NATIONAL FORMULARY.

The Kings County Society Sends Out Circulars About the N. F. Preparations—Keen Interest Felt in the Movement—All Hopeful of Saving the Prescription Trade.

The Kings County Pharmaceutical Society last week issued the first circular under its new plan of calling the attention of physicians to certain preparations in the National Formulary. The circular is gotten up in very neat and attractive style. It bears a handsome cut of the new Brooklyn College of Pharmacy, which is soon to be opened, and the introduction states: "The tendency of the times being toward simplifying the prescribing by physicians of preparations in the shape of ready-made articles on the market, the Kings County Pharmaceutical Society takes the liberty of calling your attention to a few of the seasonable preparations to be found in the National Formulary and asks that you kindly give them consideration. These preparations are to be found in all pharmacies and are of uniform strength."

The circular particularizes compound syrup of white pine, elixir iron, quinine and strychnine, compound syrup of hypophosphites and elixir of potassium bromide.

As already stated, this new undertaking of the Kings County Society has attracted a great deal of attention not only locally, but in other parts of the country. The circular was sent to Brooklyn and Long Island physicians, and already replies have been received from leading members of the profession in that borough expressing their appreciation of the scheme. The committee having the matter in charge will report what progress has been made at the meeting of the society to-morrow afternoon, and will also read replies and communications received on the subject.

RESULTS ACHIEVED IN PREVIOUS EFFORTS.

A prominent member of Kings County, who has had much to do with the undertaking, said to a representative of the AMERICAN DRUGGIST:

"These formulas are not gotten up by the Kings County Society; the latter is simply calling the attention of physicians to certain seasonable preparations—only a few at a time—the formulas of which are contained in the National Formulary. They are approved by the ablest minds in the profession and are the very best that the profession can produce." About eight years ago the society had some of these preparations put up in 8-ounce bottles in a case as exhibits. They were shown and were talked about a good deal at the Kings County Medical Society meetings, and afterward were taken around to several stores and left there for physicians to inspect. There was subsequently a noticeable increase in the demand for National Formulary preparations. It is well known that manufacturers of similar pharmaceutical preparations send out literature extensively advertising their wares, and with a considerable degree of success. No doubt this fact more or less actuated those who suggested and advocated this present plan of the Kings County Society.

It is the intention of the society to get epitomes of the National Formulary and distribute them to druggists not only in Brooklyn, but throughout Long Island, at cost, and the pharmacists in turn will be asked to call the attention of physicians to these preparations.

Rat Steals a \$1,000 Bill.

A \$1,000 bill owned by Druggist Charles H. Landell, of Avenue D and Thirty-second street, Bayonne, was stolen by rats a few nights ago and utilized by them in building a nest.

The druggist received the bill after the bank was closed and he took pleasure in exhibiting it to less fortunate acquaintances. He shoved it in his vest pocket and retired for the night. When he awoke next morning the bill was gone. There was no sign of burglars and a thorough search of the store was fruitless. In the storeroom, however, the druggist saw a rat dart into a hole. While plugging up the hole he caught sight of something green and pulling it out he almost fainted. It was his lost \$1,000 bill, which the rat had found and dragged away to make a comfortable nest.

What Means Should be Taken to Advertise, Build up and Conduct a Department of Urinalysis in the Drug Store? Answers to this question in the form of essays are invited from Subscribers to the American Druggist. Whoever submits the most satisfactory answer before February 20, 1903, will receive a prize of \$10.

Annual Meeting of the American Chemical Society.

The twenty-seventh annual meeting of the American Chemical Society was held in conjunction with the convention of the American Society for the Advancement of Science, in Washington, on December 29. Dr. Ira Remsen, of Baltimore, presided and some 200 members were in attendance. At the forenoon session E. A. de Schweinitz, of the Department of Agriculture, read a paper on "Some of the Work of the Bio-chemic Division." He discussed the differences between bovine and human tuberculosis. A. H. Gill followed with a paper on "Does Cholesterol Occur in Corn Oil?" and the session closed with a discussion on "Miley's Color Photography," followed by a paper by W. E. Brown. At the afternoon session Vice-President H. A. Webber delivered an address, after which the delegates inspected the liquid air plant of the Columbia Liquid Air Company. A demonstration was given by one of the officers of the company.

At the second day's session an election for officers took place, when Prof. John S. Long, of Chicago, professor of chemistry in the Northwestern University, was chosen president. The councillors are Albert C. Hale, Brooklyn; F. P. Venable, North Carolina State University, Chapel Hill, N. C.; J. W. Richards, Lehigh University, Bethlehem, Pa.; L. P. Kinnicutt, Worcester, Mass. The report of the secretary was read and showed an increase of membership amounting to more than in any single year in the history of the society.

Dr. H. W. Wiley, of the Bureau of Chemistry of the Department of Agriculture, described the nature of the work conducted by the bureau, and other papers presented were: "The composition of fresh and canned pineapples," by L. S. Munson and L. M. Tolman; "Chemical composition of some tropical fruits and fruit products," by E. M. Chace, L. S. Munson and L. M. Tolman; "The composition of renovated or process butter," by C. A. Crampton; "The composition of spirits produced by grain, and the changes undergone by the same when stored in wooden packages," by C. A. Crampton; "Iodine absorption of oils—comparison of methods," by L. M. Tolman and L. S. Munson; "The relation of the specific gravity of urine to the solids present," by John F. Long; "Derivatives of isoapliol and isosafrol," by F. J. Pond, and "Some double salts of organic acids," by James Lewis Howe.

The address of the retiring president, Prof. Ira Remsen, was made at the evening session. He took for his subject "The Life History of a Document." The meeting terminated with a dinner which was well attended.

Obituary.

Horace Baker, a druggist who did business in the same building in Tecumseh for 36 years, is dead at the age of 76.

Dr. Henry Van Ostrand, aged about 82 years, for many years a member of the drug firm of Johnson & Van Ostrand, at Albion, recently passed away at Yankton, S. D., and was buried at Albion. He left a widow and four children.

Frank Lesinski, a druggist, aged 35 years, of 899 Dubois street, Detroit, took too much paregoric to relieve the pain of liver trouble and his doctor could not save him. Coroner Forth decided an inquest unnecessary. Mr. Lesinski leaves a widow and three children.

Harry R. Lansfield, a chemist and patent medicine manufacturer, died at his home at 128 Lafayette avenue, Detroit, from heart failure recently, thought to have been caused by a runaway in which he was an unwilling participant two weeks previously. He was 34 years of age and had lived most of his life in Detroit. His widow, who was formerly Miss Annie Miller of Kansas City, survives him.

Prof. Charles J. Bell, professor of chemistry in the University of Minnesota, died from Bright's disease January 5 at the residence of his brother, Dr. William A. Bell, in Somerville, Mass., where he was spending the holidays. Professor Bell was born in Somerville in 1855. He was professor of chemistry in Pennsylvania State College for a time. Later he accepted a similar position in the University of Minnesota. A widow, brother and sister survive him.

Henry Spavin died at Revere, Mass., on December 11. He was 50 years old. He had been identified with the soda fountain trade for many years and was well known throughout New England. He was popular with all classes and made a great success in his line. For the past six years he was in the employ of the American Soda Fountain Company. He was identified with many secret societies. The funeral was held on December 13, and was attended by many friends and representatives from the American Soda Fountain Company.



CHARLES B. SMITH.

Charles B. Smith, president of the firm of C. B. Smith & Co., wholesale and retail druggists of Newark, N. J., died on Christmas morning of a complication of diseases, superinduced by an attack of gastritis. He was born in Lackawanna, Pa., in 1841, and went to work in a drug store in Newark when still young. He saved enough money in a few years to enable him to take a course in pharmacy and in 1863 he graduated from the New York College of Pharmacy. He worked for a while with Tarrant & Co. and in 1867 returned to Newark, where he purchased a half interest in the business of his first employer. Later he succeeded to the whole business, took in partners, and in 1891 the company were incorporated as C. B. Smith & Co., at 863 Broad street. Three of his sons are members of the firm and one of them, Clarence P., who is well known in New Jersey association affairs, will probably be made president.

JOHN CARNICK.

John Carnick, of Reed & Carnick, manufacturing chemists, died on January 3 at his residence, 306 West Ninety-ninth street, in this city, from paralysis, aged 65 years. He leaves a widow and four children, Mrs. Henry Feuchtwanger, Mrs. Emile Baumgarten, and Edgar and John Carnick. He was what might fairly be called a remarkable man, doing uncommon things in an uncommon way. No American pharmaceutical chemist, living or dead, has produced the number of notable and permanent successes in the way of proprietary medicaments. He was, we believe, the father of the modern American elixir, having made and put on the market a proprietary elixir which was the pioneer of that flood of elixirs which, about 1875, deluged pharmacy. Among the preparations perfected by Mr. Carnick are such popular preparations as Liquid Peptonoids, Lactopeptine, and half a dozen other equally successful preparations. Mr. Carnick was a small dark man, with a positive genius for taciturnity, but even the most thoughtful observer would have seen that this silence was not that of the dull. His eyes were bright, keen and alert, and his whole face showed that his mind was ever active. He was personally known to but few members of the trade, but the result of his work is known everywhere.

BRUNO HIRSCH.

Dr. Bruno Hirsch died at his home in Leipzig, Germany, on December 3, at the age of 77. Dr. Hirsch was best known to the pharmacists outside Germany by his *Universal Pharmacopoeia*, the second edition of which has just been issued. He was born in Goerlitz on April 13, 1826, and was apprenticed to an apothecary in his native town. On completing his pharmaceutical studies he entered the Schering pharmacy, in Berlin, and was later employed in the Klug pharmacy, in the same city. In 1856 he took over the ownership of the Adler pharmacy, in Gruenberg, which he conducted for 19 years. In 1875 he removed to Giessen, where he devoted most of his time to scientific studies. In the year 1876 he was granted a special concession for the opening of a new pharmacy in Frankfurt-on-the-Main in recognition of his scientific contributions to pharmacy. He was unfortunately unable to continue the conduct of this establishment owing to his suffering from

gout. In 1887 he removed to Berlin and in 1894 took up his residence at Dresden, where he made his home up to the time of his death, devoting his time to literary and scientific work. In addition to his *Universal Pharmacopœia* Dr. Hirsch was either author or coeditor of several important contributions to pharmaceutical literature, as will be seen by a perusal of the following bibliography of his works which is given in a recent number of the *Pharmaceutische Zeitung*:

- Auflage der preussischen Pharmacopœe (R. Decker).
 1863 Vergleichende Uebersicht zwischen der 6 und 7. Auflage der preussischen Pharmacopœe. (R. Decker.)
 1866 Die Prüfung der Arzneimittel. (R. v. Decker.)
 1866 Die Fabrikation der Mineralwässer. (Neues Jahrbuch der Pharmacie.)
 1870-73 Contributions to Muspratt's Chemie und für v. Fehling's Handwörterbuch der Chemie.
 1873 Die Pharmacopœa Germanica verglichen mit der Pharmacopœa Borussica u. a. (R. v. Decker.)
 1875 Die Prüfung der Arzneimittel. Second edition, 2 volumes. (R. v. Decker.)
 1876 Ueber die der Bearbeitung einer Pharmacopœe zu Grunde zu legenden Prinzipien. (R. v. Decker.)
 1879 Gutachtliche Aeusserung auf die seitens des Herrn. Reichskanzlers bezüglich Revision der Pharm. Germ. aufgestellten Fragen.
 1883 Vergleichende Uebersicht zwischen der 1 und 2. Ausgabe der Pharmacopœa Germanica. (R. v. Decker's Verlag.)
 1883 Supplement zu der 2. Ausgabe der Pharmacopœa Germanica. (R. v. Decker.)
 1884-90 Universalpharmacopœe, 2 Bände. (Vandenhoeck & Ruprecht.)
 1887 Handbuch der praktischen Pharmacie, with Prof. H. Beckurts. 2 volumes. (Ferd. Enke.)
 1891 Kommentar zum Arzneibuch für das Deutsche Reich, with Dr. A. Schneider. (Vandenhoeck & Ruprecht.)
 1892-93 Ausführliche kritische Besprechungen neuerer Pharmacopœen, namentlich der italienischen und nordamerikanischen. (Pharmaceutische Centralhalle.)
 1895 Beurtheilung der neuen französischen Pharmacopœe. (Pharmaceutische Centralhalle.)
 1895 Kommentar zum Nachtrag für das Deutsche Arzneibuch, with Dr. A. Schneider. (Vandenhoeck & Ruprecht.)
 1895 Die Verschiedenheiten gleichnamiger oemischer Arzneimittel. (Ferd. Enke.)
 1901-02 Universalpharmacopœe. Second edition.

GUSTAV MELLIN.

Gustav Mellin, the originator of Mellin's Food, died in England on December 19, 1902. He was a native of Wesselburen in the Duchy of Holstein, where his father was a pharmacist. After serving an apprenticeship to pharmacy young Mellin went to London, and served for a time on the apothecaries' staff of the German Hospital. After a few years' experience in various pharmacies in London, in 1854 he went to Roberts & Co., Paris, but he did not remain there for any length of time. Securing a position with a surgeon who conducted a pharmacy in Regent street, it was not long before he got a share in the business, and when the surgeon died Mr. Mellin found himself in the possession of a flourishing concern. It was in that establishment that he continued his work on the preparation of infants' food that he had begun some years before. At first he produced a liquid food, then a Baroness von Lersner and her husband came to him with an introduction from Liebig, and suggested that they should help him to push the food. This he agreed to, and the agreement, with subsequent litigation, cost him \$60,000. Before that he had produced the food as a dry powder, and after he got over the financial reverse he pushed ahead, making the food in his back shop, but in 1875 he started the Marlborough Works at Peckham, where the business has since developed enormously. It was acquired by a limited company in 1895 for a quarter of a million, the American offshoot of the concern being known as the Mellin's Food Company of North America.

ARTHUR PETER.

Arthur Peter, probably the oldest active member of the wholesale drug trade in the United States, died at his home in Louisville, Ky., on January 6, at the age of about 86 years. Mr. Peter was a native of England, and came to the United States in about 1836. After stopping a short time in Pittsburgh, he removed to Louisville, where he engaged in the drug business. His first entry into business on his own account was as a member of the firm of Wilson & Peter. This firm name was subsequently changed to Peter, Powers & Cooper, then to Arthur Peter & Co., and finally to the Peter-Bauer Drug Company, of which concern Mr. Peter was president at the time of his death. Mr. Peter was a prominent member of the Baptist Church and contributed liberally to that church in the city of Louisville. He took an active part in the Western Wholesale Druggists' Association, which was the predecessor of the National Wholesale Druggists' Association, having been president of that organization in 1878. He leaves two sons, Cary and Arthur, both of whom are identified with the Peter-Bauer Drug Company.



GEORGE W. KENNEDY.

On Monday, December 22, George W. Kennedy, Ph.G., for 28 years secretary of the council of the American Pharmaceutical Association, died at his home in Pottsville, Pa., in his fifty-ninth year, of pneumonia. Mr. Kennedy was born in Philadelphia on February 22, 1843. He entered the drug business in that city as an apprentice, and enlisted as a private in Company G, Third Pennsylvania Reserves, on September 15, 1862. He was wounded on December 13 of the same year and discharged from the hospital on February 2, 1863. He re-enlisted and served throughout the war, being mustered out with his regiment in 1865 with the rank of hospital steward. On his return to Philadelphia after the war Mr. Kennedy completed his course at the Philadelphia College of Pharmacy, graduating in the class of 1869. He was employed in the drug store of Curt Hughes, at Pottsville, and afterward engaged in business on his own account at Mahanoy City, Pa. Selling out his store in that city, he returned to Pottsville and engaged in business on his own account there, conducting his business successfully until his death. He was a member of the Legislature of Pennsylvania for two terms.

He was one of the founders and one time president of the Pennsylvania Pharmaceutical Association. He joined the American Pharmaceutical Association in 1869 and, as above stated, has been secretary of the council of that body for 28 years. On the completion of his twenty-fifth year of service as secretary of the council he was presented with a gold medal by the association and a series of resolutions expressive of appreciation for services rendered to the organization. Mr. Kennedy contributed a number of papers to the proceedings of the association, some of the more important of which are given below, with the volume of the proceedings in which the papers appear. This, of course, represents only a small portion of the papers contributed by him to pharmaceutical literature:

Aspidium Marginal, xxvii, 186; *Coca*, xxvi, 764, 880; *Extract Aloes*, xxv, 402; *Senega*, xxvii, 721; *Fraseria Walteri*, xxi, 635; *Glycerin Hygroscopicity*, xxvii, 724; *Guarana*, xxiv, 491, xxvi, 900; *Jaborandi*, xxix, 421; *Mercurial Ointment*, xxx, 551, 624-5; *Phvosostigma*, xxiii, 602; *Pilocarpina*, xxix, 421; *Rhamnus Purshiana*, xxviii, 431; *Report of Executive Committee*, xxiii, 761, xxiv, 581, xxv, 485, xxvi, 856, xxvii, 516; *Suppositories*, xxii, 383, 501-2; *Tinctura Ferri Chloridi*, xxiv, 675; *Arctic Flora*, xxxii, 495; *Cinchonidine Sulphate*, xxxi, 383; *Cream of Tartar*, xxxii, 445; *Elixir Hydrastin* and *Blamuth*, xxxii, 514, 515; *Fluid Extract Glycyrrhiza*, xxv, 530; *Nicotine in Cannabis Indica*, xxiv, 119; *Oils of Birch and Gaultheria*, xxxi, 397; *Oil of Maize*, xxxvii, 169; *Comparison of the two Rhamnus*, xxxiii, 497.

Mr. Kennedy leaves a widow, who was well known to and very popular among the members of the American Pharmaceutical Association, as she frequently attended the meetings of that body. He also leaves the following children: Dr. R. M. Kennedy, U. S. N.; Dr. L. T. Kennedy, of the United States Marine Hospital and Public Health service; G. M. Kennedy, a student in the electrical engineering department of Lehigh University, and Jenny, wife of J. W. Fox.

Mr. Kennedy was a man of singular charm of manner, simple, quiet, unaffected and frank. He was not only an efficient officer of the American Pharmaceutical Association, but a warm friend of every one prominently identified with the organization, and his death will be regarded as no less than a personal calamity by a large number of warm friends in pharmaceutical circles.

GREATER NEW YORK.

J. N. Walker, of Carmel, N. Y., was in town a few days ago.

The betrothal is announced of Miss Rose to Charles Gutkin, Ph.G., of 467 East Houston street.

Mr. Wardell, of Wardell Brothers, Hudson, N. Y., was a visitor in the local drug market last week.

A new drug store has been opened in the Bronx at 171st street and Webster avenue, by A. Allison.

The drug store at Seventy-fifth street and Columbus avenue conducted by Adolf Chapple, has been sold to C. D. Bowman.

Messrs. R. Grassi and Modica are the new owners of D. Crocicchia's drug store at 106th street and Second avenue.

J. L. House has removed from 96 Kingston avenue, a block away, to Kingston avenue and Bergen street, Brooklyn.

A. Stewart, who conducts a pharmacy in Williamsburg, Brooklyn, contemplates opening another establishment near Troy and Pacific streets, at the other end of Brooklyn.

Arthur E. Bailey succeeds James W. Beckwith as manager at Wm. Hauenstein's, 598 Columbus avenue. Mr. Beckwith has purchased and is conducting a store in Brooklyn.

Francis J. Schriber succeeds Herman Grundhoeffer as manager of Louis P. Rupp's drug store, at 206 Seventh avenue. Mr. Grundhoeffer has purchased a store at Scotia, N. Y.

Percy C. Magnus, of Magnus & Lauer and the Witchhazel Distilling Company, went to Asheville, N. C., during the last week of the old year to rest and recuperate after his recent illness.

On Christmas morning a fire, in which several lives were lost, destroyed Arbuckle's sugar refinery and caused a damage of \$5,000 to the warehouse of the Williamsburg Cork Works, Brooklyn.

The London Drug Company opened a handsome wholesale and retail drug store at 231 Bowery, Christmas week. Louis Lurie is manager, and the prescription clerks are Wm. Kruger, Peter Antony and Philip Levy.

George Reimann, of Buffalo, who has recently been re-elected secretary of the Western branch of the State Board of Pharmacy, visited New York last week and called on several of his friends in the trade.

Samuel Naitove opened a new pharmacy at Forty-eighth street and Second avenue on January 1. Wm. J. Lindemann, who was formerly with J. M. Nislig, Seventy-second street and Second avenue, will manage the establishment, Nathan Brodtkin being the prescription clerk.

Lissey Bernkart, who formerly managed Brenglass & Kobosoff's drug store at Seventy-seventh street and First avenue, has started in business for himself at Third avenue and Seventy-fourth street. Samuel Steckler has been engaged as clerk.

The new Brooklyn College of Pharmacy is about completed and it is expected that the formal opening will take place about January 25, although the exact date has not yet been fixed. The next Board of Pharmacy examination, however, will be held in the new building on January 21.

O. N. Frankfurter, who was formerly in the employment of Thomas W. Linton as prescription clerk in the pharmacy at Seventeenth street and Fourth avenue, is now in Mexico City, Republic of Mexico. Some of his friends were agreeably surprised to receive New Year cards from him at that point during the holiday season.

Charles H. La Wall, assistant professor of pharmacy in the Philadelphia College of Pharmacy, spent a day or two in New York during the Christmas holidays. Mr. La Wall is a member of the chemical staff of Smith, Kline & French Company and is an experienced analytical chemist, having done considerable work in the examination of prepared foods, etc.

At the regular meeting of the Kings County Pharmaceutical Society, to be held at the Brooklyn College of Pharmacy to-morrow afternoon (Tuesday), at 2.30 o'clock, a paper will be read by Dr. John Ketterle, on "Experience With Pharmacists." In view of the novelty of the subject a large attendance is looked for.

Charles F. Schleussner, who formerly conducted two successful pharmacies in Brooklyn, and who recently disposed of his interests in these stores, has moved to the Borough of Manhattan and purchased the old established store of Reuben R. Smith at 198 Ninth avenue. Mr. Smith still retains his interest in the pharmacy at Seventh avenue and Fifty-seventh street.

Albert E. Ebert, Ph.M., of Chicago, was a welcome visitor to New York last week. Mr. Ebert is a member of the Board of Trustees of the United States Pharmacopoeial Convention and attended a meeting of the board in Philadelphia. Mr. Ebert, though a veteran pharmacist, is still as bright and active as a youth of 20, and is keenly alive to every move that affects the welfare of pharmacy.

The marriage of Miss Julia Bradford White Wickham, daughter of William Hull Wickham, of the firm of McKesson & Robbins, to Hardy Seton Locksmith, of Kent, England, occurred on December 27. The Rev. Dr. Ernest Stires performed the ceremony at the home of the bride's parents, 10 East Fifty-sixth street. On January 10 Mr. and Mrs. Locksmith left for San Francisco. It is probable that they will make England their home after a short sojourn in Japan.

William D. Faris, secretary and treasurer of H. J. Baker & Bro., retired from the firm after having been a member for 24 years. He was interested in and well informed upon tariff matters and took an active part in the affairs of the Board of Trade and Transportation, having been treasurer of the drug trade section of the board since 1891. Mr. Faris' retirement is due wholly to the condition of his health. He contemplates taking a journey around the world.

T. Bruce Furnival, who was for some time an active worker in the Alumni Association of New York College of Pharmacy, and who was more recently in the employment of Hall & Ruckle, has engaged in business for himself by purchasing the pharmacy at 1624 North Salina street, in Syracuse, formerly owned and conducted by Howard B. Thomas. Mr. Furnival is an old Syracuse boy, having been formerly connected with the firm of Brown & Dawson, in Syracuse. He was for a short time an instructor in New York College of Pharmacy and is well equipped by education and experience to conduct a first-class pharmacy. His many friends will join with us in wishing him a prosperous career.

Serious charges have been made against Dr. Vincenzo D'Elia and a druggist of New Haven by Sidney Faber, secretary of the New York State Board of Pharmacy. Charles A. Petralgia presented himself to the New York Board to take examinations for a druggist's license. He had a certificate from a local druggist showing that he had studied with him for five years. It is alleged that Petralgia had seen the druggist in question but once. He made a bad failure of the examinations. The charge is made that the druggist gave the applicant the certificate on the solicitation of Dr. D'Elia. It is supposed that the applicant expected to pass the New York examination through the aid of a New York druggist.

Fire, the origin of which is believed to have been spontaneous combustion, destroyed the big factory of the Standard Rock Candy Company, Bedford avenue and North Twelfth street, Williamsburg, on December 27. The loss is placed at \$250,000. The three buildings occupied nearly half a block. Dryden & Palmer is the name under which the rock candy syrup business is known to the trade. J. H. Barker & Co.'s large warehouse, containing \$100,000 worth of cocoa beans, was also burned. Noah Palmer is proprietor of both firms. The buildings were erected five years ago, but were soon to have been condemned to make way for a new park. A new building at Tenth avenue and West Thirtieth street, this city, is now under course of erection for the company.

Harris Nevelson, of Nevelson Brothers, pharmacists, at 961-963 Park avenue, has recently gained notoriety through bringing suit against J. Pierpont Morgan to recover \$250 for freezing him in his store and his customers out of it. Daniel W. Blumenthal, who is counsel for Mr. Nevelson, says that the flats in the house have been without heat for some time owing to the lack of coal. A few days ago a surprise party was to be given, but when the guests drove up in their carriages they were told to go away if they did not wish to freeze. Mr. Nevelson has apartments in the rear of his store, and alleges in the complaint that owing to the cold rooms he caught a severe cold and has been under the care of Dr. Daniel Stern, of 141 East Seventy-fourth street. He has brought the action to secure payment for medical services. Meanwhile the process server is experiencing no little trouble in finding Mr. Morgan, as the clerks of the financier have obstinately persisted in refusing to allow him an audience with the great man.

WESTERN NEW YORK.

Albert Fischer, who conducts a pharmacy at 1732 Broadway, Brooklyn, was the victim of an attempted hold up at Christmas time. The day before Christmas a well dressed man entered his store and asked him to cash a check for \$75. Mr. Fischer told the man that he did not have the amount asked for in his possession. The man thereupon left the store, only to return in a few minutes with a request for \$10 as he could not get any one to cash his check. Mr. Fischer was entirely unsuspecting and asked if that amount would do, and the man said that \$15 would answer his needs better. Turning to the cash register to get this amount, Mr. Fischer happened to glance in the mirror, when he saw his visitor stealing toward him with his hand upraised and a threatening look in his eye. Hurriedly closing the cash register he turned and dealt his would-be assailant a blow between the eyes that knocked him to the floor. Mr. Fischer followed this up by attacking the man with his revolver, but the latter jumped up and ran from the store before he could be seized. Specially detailed policemen disguised as respectable looking citizens have been patrolling the vicinity ever since, but no arrest has yet been made.

George Seabury's Art Collection.

The private art collection of George J. Seabury, of Seabury & Johnson, arrived from Europe during the holidays and now graces the dining rooms, the red room and the ladies' room of the Drug Trade Club.

Among the more prominent pictures in the collection may be mentioned "Christmas Time," "The Hunter's Return," Herger; "An American Merchant," Spielter; "Contest for the Princess," "Austrian Alps," Rieger; "English Fruit and Flower Pieces," Claire; "Currency," de Neuville; "Disturbed Slumber," "Mother's Darling," Irolli; "Music Soothes," Gall; "Austrian Landscape," Rollin; "Cheating at Cards," Tommas; "The Rustic Whip," Vezin; "Haymakers," Duprez; "The Art Critics," Spielter; "Landscape," Berry; "Hunting Dogs—Pointers," Tracey; "Grandfather's Birthday," "The Meditative Fisherman," "The Old Cronies," Moller; "Carnival of Rome," Fredrickson; "Evening in the White Mountains," Julian Rix; "The Amateur Hunter," after Defregger; "His First Loss," "Telling War Stories," V. Regnano, and "Still Life," Whittaker. As will be noted, the pictures are the work of famous artists. Some rare curios are also shown. "Hunters at the Deer's Death" is engraved on steel by a famous Venetian, "The Eagle Poacher" and "The Edelweiss Gatherer" are cut from entire pieces of wood, and "Ehrenbreitenstein on the Rhine" is pictured in cork wood.

A view of the collection, music and a luncheon were the pleasing features of the New Year's Eve celebration of the club. Another interesting feature of the display on this day was an exhibition of medicinal plants growing in pots. The plants exhibited included specimens of the following: *Berberis aquifolium* (Oregon grape, holly leaved barberry), *Echinacea angustifolia* (cone flower, black Sampson), *Euphorbia pilulifera* (pill bearing spurge), *Grindella robusta* (gum plant), *Amaranthus hypochondriacus* (Prince's feather), *Apocynum androsaemifolium* (dog's bane), *Polygonum hydropiper* (smart weed), *Semen Cucubiti sylvestris* (squirting cucumber), *Magnolia glauca tripetala* (umbrella tree).

European Pharmacies Affected by American Methods.

Albert Plaut, of Lehn & Fink, returned from his European trip a few days before Christmas, and with his characteristic energy immediately plunged into work again. Mr. Plaut did not make an extended tour, having spent most of his time in Paris and London, although he paid a short visit to Genoa and a few other places of interest. While in London he attended the fortnightly sale of drugs. One feature that impressed him, he said, was that if a certain lot of goods offered at the auction did not bring satisfactory prices the owner withdrew the part of the goods remaining unsold. There was no "upset" price, as is sometimes the case at auctions in this country, but it seemed to be the owner's privilege to call back his goods as soon as he found that the prices offered were not what he expected or was willing to accept. Speaking of pharmacies in the places he visited, he said that the foreign drug stores seemed to be confined more strictly to drugs and pharmacy, while side lines and the hundred and one articles which may be found in large drug stores in this country are not so much in evidence. He thought, however, that the tendency among foreign pharmacies was to pattern more and more after the typical American drug store. Mr. Plaut had a very delightful trip during his six weeks' stay abroad, but the continual rounds of pleasures and sightseeing, while enjoyable, were not conducive to much actual rest.

Buffalo Druggists Have Light Business—Druggists Who Hold Office—Hopes of a Rest in Legislative Matters—Registration of Carbollic Acid Suggested.

(From our Regular Correspondent.)

Buffalo, January 7.—There seems not to be much improvement in the Buffalo retail drug trade. All that the most favored will say of it is that it is fair. There is a special reason for the druggist to feel poor now. The big stores have been reporting the best holiday trade in their history, but there is not even a small slice of this coming to the drug stores, as they nowadays carry nothing that the gift-seeking shopper wants. Yet the city drug trade is in better shape than it was a few years ago and is thankful for that.

ONE BUSY DRUGGIST.

Dr. Gregory is rather overworked these days with honors, or maybe he looks on them as cares. He went to Albany this week for the reorganization of the State Board of Pharmacy, while there are classes in the Buffalo College of Pharmacy and the Buffalo Medical College waiting for him, not to mention the Genesee Pharmacy, which he has lately been fixing up till it looks like a parlor. And the improvements are not all in yet.

POLITICAL DRUGGISTS.

Politics managed to hit druggist Neil McEachren, the Buffalo alderman, only a glancing blow after all. He was all slated for chairman and then an east sider, who goes by the euphonious name of John Kick, managed to get a bare majority against him and had to have the place. There are charges of shady deals in the arrangement. McEachren was elected chairman of the Common Council, which is a union of the two city legislative bodies, but which seldom meets.

City Councilman Thomas Stoddart was invited by the mayor of Buffalo to take his place in welcoming to the city the State Fruit Dealers' Association, and, of course, Mr. Stoddart made a graceful speech.

NO DRUG LEGISLATION ANTICIPATED.

President Stoddart, of the State Pharmaceutical Association, is not looking for any drug legislation this winter, and he hopes that if there is any one in New York who is he will remember the position of the State Association on the matter. Properly the association has no legislation to propose and if there are no druggists, or worse yet, no doctors in the Legislature we may escape. Still it is proposed to call the Legislative Committee of the association together and see if there must be anything done in that line. There is room for hoping that if the committee fails to propose anything the druggist in general will feel bound by the action, though the president seems to fear that some one will break loose even after that. He would be glad to see some modification of the excise law, but does not appear to be preparing for anything of the sort. Though he believes that the druggists of the State have maintained the law well he would like a special license, costing \$50 to \$100, and permitting the sale of liquor in quantities up to a pint or possibly a quart. Of course the saloon element would oppose such a measure. When Mr. Stoddart went to Albany last season to look into the complaints of violation of the \$5 license by druggists he satisfied himself that there was not much reason for the charge and is glad that nothing more was done about it.

BUFFALO ITEMS.

The only changes in the Buffalo drug stores reported are the removal from Hudson street of the store of T. S. Wilson to Utica and Rhode Island streets, and the closing up of the store of George Herman on Niagara street.

City Chemist Hill, of Buffalo, appears to be getting tired of testing the drinking water and then dropping the case. Of course the health department orders the water boiled when there are too many germs in it, but Dr. Hill says that he is not going to be satisfied till there is a filtering plant established. The analysis continues to disclose nitrogenous matter in increasing quantities, and though the condition of things is not at all alarming, it is time to do something before that time comes.

Some of the Buffalo newspapers are noting that there were more suicides in the city last year from carbollic acid than anything else, and ask why there is not some restriction on the sale of it. Druggists, however, do not appear to be much in favor of anything of the sort. One of them says, for instance, that there is no more excuse for such a restriction

than there is on the sale of firearms. Nobody wants the purchaser of a revolver registered. The reason for care in the sale of virulent poisons is to prevent mistakes in the dispensing of them.

UP STATE NOTES.

N. Barrowclough, proprietor of the Powers Hotel drug store in Rochester, who has acquired more than a local fame for the attractive character of his window displays, is competing for a large prize offered by a San Francisco perfumery house for the neatest and most effective window trim of their perfumery specialties. It is believed that Mr. Barrowclough stands a good chance of winning the prize.

O'Rourke & Hurley, pharmacists, Little Falls, attracted crowds to their show windows at the holiday season by a very ingenious and attractive winter scene. The display was designed by Mr. Hurley and consisted of a representation of a snow storm. From perforated boxes concealed near the top of the window came a shower of myriad pieces of paper, and these were kept in motion by electric fans in either corner of the window. The illusion was heightened by means of a liberal display of evergreens and holly, while three live owls gave an appearance of verisimilitude to the scene which was irresistible. A stuffed owl, with illuminated eyes, shed a mild light on the scene and added rather than detracted from the realism of the show.

There is one case in Erie County, N. Y., in which the New York State Board of Pharmacy has had an odd experience. It happened that the proprietor of the store in question had been guilty of the usual offense of running a store without a licensed pharmacist, but it happened that he had for attorney a man who was a candidate for the Assembly and was thought to be sure of election. The prosecutors reasoned that if they pushed the case and fined the druggist in spite of his attorney the latter might make a lot of trouble in Albany this winter. So they waited discreetly till after election, not knowing just what to do, when lo! he was beaten in the election and the case goes ahead on its merits. All of which shows that the people on the side of the law must be as wise as serpents as well as other people.

New Remedies.

Two weeks ago I was summoned to the bedside of Djoahne Sdtleometzler. The involute and labyrinthine tangle of his symptoms made me suspect at first that he had absorbed his own name. But further examination convinced me that he was the victim of typhomalaripneumophiscotrychnotetanotaxionephreticosplenitis. Owing to the ubiquity of pathogenic bacilli, antiseptics are always indicated, so I exhibited calcium betanaphtholaphamonosulphonate. As the patient suffered from severe non-localized pain, I gave orthoxyethylanamono-benzoylamidoquinoline combined with salicylaldehydmethylphenylhydrazine. For his insomnia I gave trichoraldehydphenyldimethylpyrazolene. His wife asked me what ailed him and what I was giving him. I told her, and she said "Yes," and turned very pale. Upon examining him the next morning I became convinced that the vital forces had misconstrued the remedies and that a congeries of retro-absorptions had resulted. I then wrote out the following prescription:

Tetrahydrobetanaphtholamine	℥i
Sodium thiolparatoluidinesulphonate	℥i
Orthosulphamidobenzole anhydride	℥i
Amidoacetoparaphenetidine	℥i

M.

Sig.: A teaspoonful every hour.

When the wife presented the prescription to the druggist he instantly dropped dead! The patient is up and about, but something is wrong with his Broca's convolution—he mutters in a multisyllabic lingo that is intelligible only to modern pharmaceutical chemists. I am in hiding where the spiral melody of the woodbine that twineth blendeth ever sweet, low, soothing, murmurous, quadrisyllabic rhythmic rune of the gentle polygonum punctatum.—Medical Exchange.

Patent Medicines Will Be Barred.

Patent medicines, it appears, are to be barred from the St. Louis Exposition. J. A. Ockerson, chief of the liberal arts department of the exposition, is quoted in the Atlanta Journal-Record of Medicine as saying: "Articles that are in any way dangerous or offensive; also patent medicines, nostrums and empirical preparations whose ingredients are concealed, will not be admitted to the exposition. The director of exhibits, with the approval of the president, has the authority to order the removal of any article he may consider dangerous, detrimental to or incompatible with the object or decorum of the exposition or the comfort and safety of the public."

MASSACHUSETTS.

Boston Druggists Smoke and Talk—Standing Committees Appointed—The Board of Pharmacy Attacked—Result of the Board Examinations.

(From our Regular Correspondent.)

Boston, January 7.—The members of the Boston Druggists' Association held a "Smoky Talk" at Young's Hotel on the evening of December 30. President Hubbard occupied the chair and the event was enjoyably informal. Dr. Albert Mott and George W. Cobb were elected delegates to the Massachusetts State Board of Trade and the following committees were appointed: On Annual Dinner, Fred. A. Hubbard, George H. Ingraham and James O. Jordan; on Nomination of Officers, Hon. Gorham D. Gilman, George L. Roskell and Joel S. Orne. The question of early closing of freight houses was discussed and it was voted to request the railroads to return to the old hour of closing—namely, 5.30 p.m., also to ask the same privilege granted in New York, that of allowing all of the teams within the gates at the closing hour to unload. The recent decision of the Internal Revenue Department concerning the use of any alcoholic flavorings at the soda fountain was also considered. It was thought the decision would do no harm to druggists in this State, for they all hold the necessary retail licenses, but that it would affect other sellers of light brewages, such, for instance, as confectioners. It was also brought to the attention of the members that there would be a renewal of the legislation fight this winter in the charging of soda fountains.

DANGER IN HEADACHE POWDERS.

The recent verdict against Hegeman & Co., of New York, involving the sale and use of headache powders is attracting much interest here, and many druggists have a feeling of insecurity in selling such remedies. In fact more than one has expressed the intention to use a caution label in the future. This feeling is intensified because an incident nearly parallel has happened recently in one of the outlying towns. The patient who took the headache tablets was made very ill and a physician was called, who thought for a time that death would ensue. Since the affair friends of the sick person have been to see the druggist and it is thought a suit will result.

THE BOARD ATTACKED.

One of the penny sheets in this city is after the Board of Pharmacy with a sharpened stick, and the matter is being handled without regard to the facts in law. One of the first complaints was that the board was not following up convictions for violation of the liquor law. This was unjust without considering the facts, as the board is handicapped in a sense, for it cannot take any action unless a violation is reported within 15 days, so that a case occurring in a remote section of the State might not be brought to the attention of the board in time. Then the paper turned to berating the board for not enforcing the poison law, and insinuated that there was a law which would permit the sale of many poisons only on the order of a physician. As a matter of fact, cocaine is the only drug of this character which cannot be sold unless ordered by a doctor, and the board has nothing whatever to do with the enforcement of the poison law, as that matter has been placed in the hands of the State Board of Health and local police authorities. The Board of Pharmacy has no more right to compel a pharmacist to show his poison book than an ordinary citizen.

BOARD EXAMINATIONS

The Board of Pharmacy held examinations last month, at which the following candidates were successful: Everett F. David, Gloucester; William A. Lynch, North Andover; Patrick H. Flynn, Holyoke; Arthur Hebert, Holyoke, and Charles W. Perry, 3d, Newburyport.

In the annual report just issued the board makes only one recommendation. The report says: "The statutes provide that 'The board may suspend the effect of the certificate of registration as a pharmacist for such term as the board fixes,' etc., but there is no provision for the disposal of the suspended certificate. It frequently occurs, therefore, that suspended certificates remain exposed in the stores as before suspension, and stores have been found in the past year operating under suspended or revoked certificates. The board recommends that the laws be so amended that revoked or suspended certificates shall not be exposed, and that a penalty be provided for noncompliance with this provision."

BOSTON ITEMS.

Wilder X. Macurda, Ph.G., M. C. P., '02, was married at Lisbon, Maine, last month.

Prof. Wilbur L. Scoville has been confined to his home by tonsillitis, but is now recovering.

The office of the Armstrong Mfg. Company has been moved from 17 Union street to 78A Broad street.

Newton is having a police hearing, during which several druggists have had their names mentioned in connection with the liquor question.

By the recent gas explosion in the store of Dr. Thomas J. Walker, Edgartown, a damage of \$2,000 resulted. It is expected that the gas company will settle without suit.

It was sad news for the friends of the late Henry Spavin that his son, Robert, aged 19, caught a severe cold at his father's funeral, from which the young man's death resulted within a week.

Thomas J. Curran, of Brookline, is receiving praise for his recent heroic work in jumping upon a car fender and holding on to a young man who had been knocked under the car, thereby preventing the latter being run over. The young man was dragged over 25 feet while Curran held him.

NEW ENGLAND ITEMS.

George Moore died at Berwick, Maine, aged 77, December 26. He had conducted a store at Somersworth, N. H., for the past 50 years, and was one of the leading citizens, giving largely of his means in an unostentatious manner to relieve the sufferings of the poor.

There have been several poisoning cases in this section recently, in which the testimony of clerks or druggists is likely to prove an important factor. One involves the evidence of a clerk in Natick, Mass., another that of a Connecticut druggist, and a third is a Massachusetts case, in which the poison may have been obtained at a Granite State pharmacy. At all events the papers are teeming with articles about the store of F. E. Green, Littleton, N. H., and his clerks, Von O. Wheat and Harold Aldrich.

The Willis H. Lowe Company, of Boston, have purchased of George Burwell & Sons all rights, titles and interest in all of their valuable list of proprietary specialties. The list includes Burwell's Instantaneous Headache Cachets, Areka Nut Tooth Paste, Jelly of Cucumber and Glycerine, Perfection Cold Cream, Theatrical Cold Cream, Dr. Rammeau's French Specific Remedies, Tibbett's Hydriodic Obesity Pills, etc., etc. George Burwell left January 1 on an extended trip through the South and Pacific Slope in the interest of the Willis H. Lowe Company.

The Johnson Chemical & Drug Company have just been organized at Augusta, Maine. The purpose is to deal in chemicals and medical preparations. The promoters are Frank E. Donaldson, James A. Purdy, Edward G. Storer, Boston; Granville F. Rogers, Waltham, Mass.; Francis E. Johnson, Brunswick, Maine; Harry W. Johnson, Everett, Mass.; Thomas J. Hussey, New York; T. J. C. Little, Herbert L. Merrill, L. S. Bradbury, John H. Cogan, Augusta. The capital stock is \$100,000, of which \$70 is paid in; par value, \$1. John H. Cogan is president and L. S. Bradbury treasurer.

DETROIT NEWS.

Alanson S. Brooks, of the wholesale drug firm of Williams, Davis, Brooks & Hinchman Sons, has sold his residence at 637 Woodward avenue to Joseph Boyer, of the Detroit branch of the Chicago Pneumatic Tool Company, for \$40,000. The sale includes a lot 98 x 190 feet.

Frederick K. Stearns, of the well-known firm of manufacturing pharmacists, acted as Santa Claus for 1,200 needy families recommended by the poor commission. Five great wagons loaded with candy, nuts, toys and popcorn for the children were used in the distribution, and they met an enthusiastic reception wherever they went.

Granville S. Purvis, druggist at 983 Jefferson avenue, played Santa Claus to children in his neighborhood and announced that 500 presents, including dolls, books and candy, would be given away. There was rough house when the youngsters gathered to receive the gifts. Two men were kept busy holding them back. They were so vigorous that they broke down a 2 x 4 scantling which had been placed to keep them from rushing the back door. Each "kid" tried to see how many times he could "repeat" on the druggist.

PENNSYLVANIA.

Appointment to the Board May Be Contested—The P. A. R. D. Elect Officers—A Committee at Work on a Price Schedule—New Officers Elected—Views of Cutters on the New Schedule.

(From our Regular Correspondent.)

Philadelphia, January 5.—In all probability there will be more legislation made in the interest of the wholesale and retail druggists at this session of the Legislature than there has been for years. For some time past the druggists have been watching legislation that affects them and the recent appointments to the State Pharmaceutical Board have somewhat excited the druggists, and before these appointments have been approved by the Senate a fight is to be made to have them set aside. Governor Stone, it is claimed, made a number of appointments to this board in the interest of politics. The recent appointment of Paul W. Hauck, of Shenandoah, to a position on the board has created considerable talk and every effort is to be made to have the appointment set aside. Beside Mr. Hauck, Mr. Minnock, of Allegheny, and Mr. Davis, of Scranton, are also members of the board whose appointments have not been confirmed by the Senate. It is the intention of the druggists to have the new Governor appoint only druggists of renown on this board, so that it will not be a party machine and will work for the good of the drug trade.

THE P. A. R. D. ANNUAL MEETING

The annual meeting of the Philadelphia Association of Retail Druggists has created considerable discussion in the drug trade. This meeting was held on January 2, and besides electing officers and directors an advance in the prices of proprietary medicines was a chief topic for discussion. There were a number of suggestions made. Some of the members of the association are desirous of having a general advance in the price of all proprietary medicines, and to deal only with such manufacturers as will sell to those who do not cut prices. A prominent druggist said:

"A suggestion I would like to make is that it might be as well not to give the impression to the public that we are raising prices. If any objection is made we can say we are compelled to do it by the manufacturers. You can say that you have been obliged to sign a contract with the manufacturers that you will not sell below a certain price."

THE OFFICERS ELECTED.

A committee of five was appointed to prepare a new price schedule. The association elected the following officers to serve during the ensuing year:

President, Charles Leedom; first vice-president, Charles Rehffuss; second vice-president, William E. Lee; third vice-president, Robert McNeil; financial secretary, H. James Batdorff; recording secretary, Dr. J. Reese; treasurer, G. W. Fehr. Directors: W. H. Poley, T. H. Potts, H. C. Blair, Jacob Epstein, J. M. Baer, William L. Cliffe and N. F. Weisner.

PRESIDENT LEEDOM'S VIEWS.

In speaking of the action in regard to advancing the price of proprietary medicines, Chas. Leedom, president of the association, said:

"The question is purely a business one. It isn't that we wish to raise the price of these medicines. What we are after is to restore them in part, at least, to their original status. The popular proprietary remedies—say any one of what we call the big five—are sold at a loss by the average small retailer. The big stores, like Evans', Loder's and others, buy them in such quantities that they can get them at wholesale rates, dispensing them at a proportionately low figure. We are not able to buy them in sufficiently large quantities to give us the benefit of the jobber's discount, and as a result the price at which Evans sells comes within two or three, or maybe five cents of the price at which we buy. If we are to hold our trade it is necessary that we meet this reduction, especially when we know that the other retailers will try to do it. Now a jobber will tell you that he cannot do a profitable business at less than 15 or 20 per cent., and if that is so how can we be expected to make money out of patent medicines at a theoretical profit of from 2 to 5 per cent.? The truth is we lose about 25 per cent. on our proprietary remedies, taken as a whole. All we ask is that the retail druggists will agree among themselves to sell these preparations at a uniform rate and that the rate be just high enough to make a small profit for us. The medicines that are now advertised for \$1 a bottle sell for 71 cents. We don't propose to put them back to \$1, but we are endeavoring to compromise on, say, 80

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cents. Certainly our position is a reasonable one. We have no intention of robbing the public and we couldn't do it if we wanted to, for the big stores are not included in our association and they will continue to sell at their own prices."

WHAT CUTTERS SAY.

George B. Evans said: "The average drug store in this city doesn't take in more than \$10 a day, and when you take into consideration that a large part of that is for proprietary medicines, which we buy wholesale and sell accordingly, while they are compelled to buy at jobbers' rates without discount, it could hardly be said that they were guilty of a hold up if they raised prices a little. The trouble is, I am afraid, that they will not be able to accomplish it. If they stack together they could do it, but they won't stick together."

C. G. A. Loder said there had been a revolution in the drug business and the retailers' association could not undo what had been done.

THE DRUGGISTS' BOWLING LEAGUE.

keeps merrily rolling on and the members are becoming quite proficient in making strikes, etc. It is a close fight and before the close of the tournament it is said there will be a reversal of form, and the clubs which are now holding down the tail end will be among the topnotchers.

A SUCCESSFUL YEAR.]

The year 1902 was a successful one for the drug trade in this city. There were very few druggists who met with reverses, the greater number showing a profit. The wholesale houses also did a large business and many of them extended their trade into new territory. Clayton Shoemaker, of Shoemaker & Busch, said: "We did the biggest business last year in the history of our house. The outlook is encouraging. Everything points to a continuation of the prosperity. Crops are good and I do not look for any great falling off in 1903."

THE TRUSTEES OF THE PHARMACOPŒIAL CONVENTION

held a meeting at the Continental Hotel this afternoon and evening. Dr. Wood, president of the convention, was absent, being in Florida, and Dr. Sloan, of Indianapolis, was unable to be present owing to his recent attack of paralysis. All the other members of the board were present. The sessions were not public, but it is understood that the general plans for the publication of the new edition were discussed. The work of the committee is, on the whole, about in the condition in which the work of the previous committee was at a corresponding period ten years ago. We may therefore expect the publication of the volume within the year.

NOTES.

W. O. Frailey, of the East End Pharmacy, in Lancaster, had the misfortune the other day to slip and fall on the ice, severely wrenching his left side.

W. E. Koons has returned from a visit from Bromo Seltzer-ville, where he has been passing a few days preparatory to resuming his good work for the Emerson Drug Company.

G. W. Fehr, the owner of the pharmacy at Tenth and Vine streets, has been elected junior warden of his Masonic lodge, and he will no doubt fill the office with credit to himself and honor to his lodge.

Louis Trupp has recovered from what was at first supposed to be an attack of appendicitis, but which fortunately did not turn out to be so serious, and we are pleased to make note of his recovery.

Charles M. Edwards, who so ably represents the Gilpin Langdon Company, of Baltimore, has just left us for a brief trip to the New England States, and it is a sure thing that his house will get busy in shipping goods in that direction.

The name of W. L. Cliffe is being urged and used in connection with the existing vacancy in the State Board of Pharmacy, and the Governor could not appoint a more competent or conscientious man to the place. Mr. Cliffe is one of the most prominent as well as able gentlemen connected with pharmacy and we hope he will make this appointment of merit.

The P. A. R. D. has advised its members to strictly observe the law as to selling candles and cigars on Sunday and to confine their sales to absolute necessities. This spasmodic attack of virtue which has taken place in this city is supposed to be only of a temporary nature, and in a short time it will blow over, as it has always done, and then business will resume its normal condition.

The New Pure Food Law—Views of the Local Trade—A Difficult Law to Enforce—Another Poison Damage Suit.

(From our Regular Correspondent.)

Cincinnati, January 5.—Cincinnati druggists, as a rule, are not disconcerted over the passage of the new Pure Food and Drug bill. They hold that the provisions of the bill are virtually the same as those now in operation in Ohio and many other States which have been enacted into law by home legislators. Dr. Lamb, representing Willmot J. Hall, said that the bill, while evidently intended as a safeguard for the public, would work no hardship upon the druggists of the State. Proprietary medicines are too clearly defined to permit of substituting some other article for one just as good, and the strength and value of commercial drugs are too well known to permit of any such mistakes or errors being made. "A formula is laid down before him which he must follow, and drugs are too cheap to furnish an inducement to use adulterations or the substitution of an inferior article for a better one."

Herman Serodino said that, while perfectly satisfied with the law, its enforcement will be a difficult task. "Drugs are frequently bought," he said, "guaranteed to be commercially pure and of an accepted strength, and yet they may fall below the standard without any intention of the manufacturer to deceive." He, however, said he believed that the adulteration of alcohol, tincture of iodine, witch hazel and cocaine was common.

R. H. Weatherhead said that if the law only places a better safeguard around the prescription desk it will do a good thing. As a rule he had found that druggists are honest, yet cases were not unknown to him where some had resorted to illegal practices. He said the adulteration of oil of sandalwood by the introduction of some sweet oil or cottonseed oil is common in some stores.

THE LAW DIFFICULT TO ENFORCE.

Miss Cora Dow said that the druggist who substitutes an inferior article for a superior one is soon found out and reaps the reward of misdoing. She said she could not see how the law could be enforced, however, and that drugs, like people, differ under climatic conditions. She said, as an example, that one might buy the best leaves of digitals and compound a drug in strict accordance with the Pharmacopœia, yet upon examination it may be found below the standard, the leaves from which the drug is made being imperfect and of varying strength without the knowledge of any one.

POISON DAMAGE SUIT.

The second damage suit in one month against a druggist, growing out of the sale of poison, has recently been on trial in the Cincinnati courts. Last month Druggist F. H. Overbeck, who was defendant in an action brought by Emma Galvin, a professional nurse, who had been poisoned by arsenic administered by a domestic, secured a verdict, the jury deciding that he was not the responsible agent. The second suit was an action for \$10,000 damages brought by Hiram M. Rulison, as administrator of John Weaver, in behalf of the widow. John H. Linneman, a well-known Walnut Hills druggist, was defendant in this suit. The case is now in the Circuit Court on an appeal from the Court of Common Pleas. The action is an outcome of a poisoning of peculiar and tragic features, occurring May 16, 1889. James Weaver, a colored boy 11 years old, purchased a box of rough on rats, the allegation is, from a clerk in Mr. Linneman's drug store. John Weaver, a brother of the boy, and their father were poisoned, the former dying. The boy was prosecuted and on account of his youth sent to the reformatory. Suit for \$10,000 was brought on behalf of John's widow. The petition was demurred to and the demurrer sustained. The case was appealed and the argument last week was on this appeal. The lower court held that the poisoning was an intervening act of a responsible agent. The petitioner contends that an 11-year-old boy is not a responsible agent in the meaning of the law and seeks to hold the druggist responsible.

In an oral opinion later the Circuit Court decided that the Common Pleas Court erred in sustaining a demurrer to the petition of Rulison. The effect of the decision is that the suit against Mr. Linneman for damages on the ground of alleged neglect because one of his clerks sold rough on rats to the boy must be tried.

ILLINOIS.

The Drug Business of 1902—Sunday Closing in Chicago—A Lively Fight with the Tobacco Trust—Joseph Shreve Will Probably Be Appointed on the Board—Automatic Telephones Cheated.

(From our Regular Correspondent.)

Chicago, January 5.—That the drug business is in a good condition in Chicago is shown by a short review of the year's trade made by J. G. Peters, of the Fuller & Fuller Company. Much of the credit for improved conditions is, of course, due to the N. A. R. D., which has conducted an energetic campaign here. Mr. Peters' statement follows:

"The year 1902 will show an increase of about 10 per cent. in the volume of sales of the wholesale drug trade of Chicago. Prices were well maintained and there were few wide fluctuations in value. Collections have been uniformly good, and the city business is especially satisfactory in this respect, which indicates a betterment of the city retail druggists' profits. From all points of our extended trade the reports we receive are very favorable as to present conditions and the prospect for the year 1903."

DRUG STORES THE ONLY STORES OPEN ON SUNDAY.

On Sunday, December 21, the drug stores were brought into general notice in this city by reason of the fact that they were the only retail establishments in the city to remain open. Every grocery, bakery, market and every other establishment was shut tight and the clerks indulged in a jollification. This state of affairs is due to efforts of the organization of retail clerks and has received the support of churches and the general public. Feeble efforts have been made in the past to secure a betterment of conditions in drug stores, with little success and the movement appears to have died out.

THE CIGAR TRUST FIGHT.

As the local retailers have taken sides with the independents in the fight against the cigar "trust," the news that the combine had been compelled to give up six stands in the Sherman House was especially interesting to the druggists. The stand in the lobby of the hotel formerly took in about \$100 a day, but the sales dropped to \$35, and there were also many complaints from guests, it is claimed, regarding the quality of the goods. The fight has become animated here, the independent retailers are organizing and the unions have been active in the movement. It was the union men who induced the druggists to take action.

WILL PROBABLY BE A MEMBER OF THE BOARD.

Joseph Shreve, who is manager of a store at Jacksonville, Ill., is likely, it is believed, to be appointed to the State Board of Pharmacy. As Mr. Shreve is not the owner of a store his appointment would be a departure from the usual custom, and would, according to some, be a big gain for the clerks, who have been seeking representation on the board. Mr. Sohrbeck was nominated to succeed himself, but ill health has caused him to decline reappointment.

AUTOMATIC TELEPHONES BEING CHEATED

Henry Goetz, who has a drug store in the Plaza Hotel, at Lincoln Park, claims that he has devised a plan by which he can prevent the use of bogus slugs in his telephone. The slot for the coin is indented in such a way that only a peculiar check can be used, and it is necessary to buy this slug of the druggist before the instrument can be used. It is said that slugs especially designed to beat the telephone company are being sold extensively by a canvasser who labels them "buttons." Many slugs are being found in all instruments.

CHICAGO NOTES.

J. L. Thomas, of Elkhart, Ind., made a business trip to Chicago last week.

Guy Osborn, president of the Osborn-Colwell Company, of New York, is in the city renewing old acquaintances.

Mr. Albert E. Ebert has gone to Philadelphia to attend a meeting of the Pharmacopoeia Revision Board, of which he is a member.

Roesch & Selchert have purchased a store at Twelfth and Throop streets, formerly owned by Charles C. Thiel. Mr. Roesch was formerly with Albert E. Ebert, and Mr. Selchert was with the Public Drug Company.

The Chicago Drug Trade Club has started the new year with a determined campaign for new members. The last

year has proved most prosperous and the outlook for the organization is promising.

The Federal Drug & Chemical Company, with a capital of \$16,000, have been incorporated. It will manufacture drugs, chemicals, etc., in Chicago. The incorporators are: Nathan S. Smyser, E. J. Wilber, Jr., and A. H. Kay.

Joseph Rudnicki, a druggist at Nineteenth street and Hoyne avenue, was sent to jail by Judge Tuthill recently, because he refused to pay \$3 a week for the support of his 2½ year old daughter. Rudnicki said he was a defendant in divorce proceedings and that he did not intend to obey a previous order to support the child.

NEWS FROM THE WEST.

L. E. Turner has succeeded W. A. Turner at Lockport, Ill.

Ehlers & Norton, Algona, Iowa, have acquired the store of Ehlers & Co.

At Ottawa, Ill., the Griggs Drug Company have succeeded E. Y. Griggs.

Bell, Brown & Co., of Oelwein, Iowa, have been succeeded by C. F. Bell.

J. A. Schannep, of Collamer, Ind., has moved his stock to Hoagland, Ind.

Lundvall & Steen are the successors of Lundvall & Eber-sole, at Sioux Rapids, Iowa.

The Haydn Drug Company, of Shullsburg, Wis., suffered a \$2,000 loss by fire December 25.

F. W. Gregory, formerly in business at Iowa Falls, Iowa, and U. G. Long have started a new store at Zearing, Iowa, under the name of the Zearing Drug Company.

A. H. Sprowls is starting a new store at Elgin, Ill., in J. B. Grundy's old stand. Mr. Grundy will occupy a new store. He has purchased a new set of fixtures and will have a store modern in every respect.

Dr. C. H. Eldred, of Wilmette, Ill., has sold his store to H. K. Snider, of Grinnell, Iowa. Mr. Snider is well known in the trade, having formerly been a commissioner of pharmacy for the State of Iowa.

DRUMMERDOM ITEMS.

Grant J. Woolston, who has represented Seabury & Johnson in Brooklyn and Connecticut so long, has resigned and gone with the popular brush house of Halton & Adams, 54 Beekman street.

H. T. Fernald is a recent acquisition to the staff of the Theo. Ricksecker Company, perfumers, New York. Mr. Fernald is well and favorably known to the pharmacists of New York and Pennsylvania from his former connection with the C. B. Woodworth Sons Company, Rochester, and the Century Perfume Company, New York. He has the sincere good wishes of his numerous friends in the trade for the fullest measure of success in his new field of work.

Buffalo.—Burr Spencer, who travels for the Buffalo wholesale house of Plimpton, Cowan & Co., has just returned to the road after two weeks' tussle with pneumonia. Rather a sorry holiday season, except that he got the best of the case.

L. D. Worden began the new year in Buffalo at his old business of looking after the trade of Schieffelin & Co., with which he has become especially expert.

J. S. Marvin, long the representative of Seabury & Johnson, is in Buffalo on the sick list, it being his home. He is expected to be on the regular route again before long.

The new consolidation known as the National Licorice Company sends to us its taking salesman, Louis Austin, who makes his regular round during the second week of the month.

T. P. Cook, general manager of the New York Quinine & Chemical Works, and who is but an occasional visitor here in person, opens the year for his house and finds everybody glad to see him.

L. Raisler, who looks in on us occasionally in the interest of Ellis & Goltzman, New York manufacturers and importers, spent some days here in August, to the mutual benefit of his house and his customers.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, January 10, 1903.

WHILE there has been scarcely time since the opening of the new year to forecast with certainty the probable duration of the prosperous conditions in the drug and chemical trades which have marked the year just closed, it is satisfactory to note a steady gradual increase in the demand for nearly all descriptions of drugs, chemicals and pharmaceutical products since the turn into the new year. We have rather fewer price changes than usual to report at this time, and opportunities for judging the tone of the market are therefore somewhat lacking. Cascara sagrada has held the position of chief interest during the interval since our last report. Prices have advanced in a most unexpected way, the range being nearly 150 per cent. higher than that of about three weeks ago when the upward movement started, and interest in the article has not abated. Alcohol reflects an easier market, and the quotation from producers has been materially reduced. The improved demand for menthol has developed considerable firmness on the part of holders, who are also encouraged by the tenor of advices from Japan and Europe, and prices have now reached almost a prohibitive range, buyers and sellers being widely apart in their views. The two chief staples, opium and quinine, have sold in a moderate way only during the interval, the transactions being confined apparently within the limits of actual needs, round lots of either being neglected. The market, however, shows considerable firmness, and dealers refer hopefully to the prospect of improved prices. The chief fluctuations since our last are noted below.

HIGHER.

Cascara sagrada,
Wax, Japan,
Damiana leaves,
Menthol,
Senega root,
Alkanet root,
Gum myrrh,
Saffron, American,
Balsam Peru,
Kola nuts,
Potassium carbonate,
Cannabis indica,
Bergamot oil,
Orange oil, sweet,
Wormseed oil,
Canary seed.

LOWER.

Alcohol,
Ammonium carbonate,
Coumarin,
Soap bark,
Yerba santa,
Golden seal root,
Cardamoms, decorticated,
Ipecac, Carthagenia,
Hemp seed,
Spermaceti,
Gallic acid.

DRUGS.

Alcohol has been reduced 4c per gallon, and meets with improved demand. The decline is in sympathy with the easier position of the grain in the West. The new range of prices is \$2.43 to \$2.45, as to quantity and terms. The rebate is unchanged.

Ammonium carbonate prices have been reduced by domestic manufacturers to meet foreign competition, and 7½c to 8c is now named for domestic, while foreign is quoted at 8½c to 9½c, as to quality and quantity.

Arnica flowers are finding a moderate sale within the range of 8c to 9½c, as to quantity.

Balsams.—Copaiba, Central American, continues in moderately active demand, and the requirements of jobbers and

consumers are being met at the range of 37½c to 40c. Canada fir is less actively inquired for, but prices are maintained with a fair show of firmness, holders not endeavoring to realize at anything below \$3.15 to \$3.60. Peru is maintained with considerable strength, and values have advanced in the face of increasing scarcity to the range of \$1.10 to \$1.15. Buyers and sellers are still somewhat apart in their views as regards prices on Tolu, the former being unwilling to pay the prices asked, but a fair business is passing and we hear of numerous jobbing sales within the range of 32c to 34c.

Barks.—The principal development in this department has been the sharp advance in the price of cascara sagrada. The price began to climb upward about the first of the year, in consequence of scarcity both here and on the coast, coupled with an improved consuming demand and an active inquiry for export. On January 2 sales of 5 tons were made at a fraction over 7c, and at the close 8c was quoted as inside for new bark, while on the 7th inst. sales of ton lots were reported at 13c for three-year-old bark, and at 15c for older. The statistical position of the bark is considered excellent, and the range of values at the close was 14c to 16c. The London market is sharing in the excitement and recent cables report sales at 55 shillings. Soap is irregular and unsettled, and while some holders decline to shade 4c for whole and 6c for crushed, supplies are offering in instances at 3½c and 4½c, respectively.

Buchu leaves have developed rather an easier tendency since our last, owing to a slackened inquiry, but prices are not quotably changed as yet, though it is intimated that a firm bid on a quantity lot might be taken at a shade below the market quotations. Meanwhile we quote the range for short at 28c to 30c, and long at 85c to \$1.

Cannabis indica is firmer in sympathy with the improved position of the leaf in foreign markets, and 85c is a general quotation for prime tops, though the demand continues inactive and only a routine jobbing trade is reported.

Colocynth apples remain quiet, but the market is steady in tone and without change in quotations, sales of Trieste being made at 38c to 42c, and of Spanish at 17c to 24c, as to quality and quantity.

Cacao butter is in slightly improved position and offerings are not made below 28c, in view of the better prices realized at the Dutch auction sale on the 6th inst.

Cocaine is somewhat irregular and unsettled, owing to offerings from second hands at prices considerably below those quoted by manufacturers, who have advanced the range to \$4.25 to \$4.45 for bulk, which is 25c above the previous quotations. It is reported that outside lots have been offered for sale down to the point of \$3.90.

Codene is meeting with a good seasonable demand and manufacturers' prices are well sustained on the basis of \$3.50 to \$3.65 for pure in bulk.

Codliver oil has developed no action of importance either as regards price or demand. Local holders are firmer if anything in their views, but quotations remain unchanged, choice brands being offered at \$52 to \$60, as to brand and quantity.

Cubeb berries continue slow of sale, though the open quotations to the market remain at 8c to 9½c for whole, as to quality and quantity, and 12c to 15c for powdered do.

Damiana leaves had been less freely dealt in up to within a day or two, but recent strong advices from the coast have served to improve the position of the leaf and holders offer with more reserve at an advance to 8c as the inside price. The outlook would indicate a firmer market for new crop.

Ergot has sold rather slowly since our last, and there is more of an inclination on the part of dealers to meet buyers, though the quotations remain at the old range of 32c to 35c for German, and 33c to 36c for Spanish.

Glycerin is maintained with considerable strength under the influence of a good consuming demand, and an advancing tendency abroad; 15½c to 16½c is asked for cans, as to brand and quantity, while C. P. in drums is maintained at 14½c; barrels, 14½c.

Haarlem oil is developing marked firmness and an early

advance is predicted. Meanwhile sales are making at the former range of \$1.95 to \$2.00.

Kola nuts have developed increased firmness, owing to scarcity, and 8c is now named as an inside figure, while some holders decline to shade 10c for prime quality.

Manna is somewhat neglected at the moment, and the market has a quiet appearance, but values are steady with the sales of large flake at 55c to 60c, small flake 38c to 40c, and sorts 38c to 40c.

Menthol is not taken with any spirit as prospective buyers are averse to paying the high prices now demanded. The quoted range is rather wide, being \$7.00 to \$8.00, as to holder and quantity; stocks are reported exceedingly light at primary sources and higher prices prevail there, 27 shillings being named in one instance.

Nux vomica is attracting some attention at the moment, and an early advance in price would surprise no one; held at 2c to 2¼c.

Opium is without new feature of special interest, and the market remains dull and uninteresting with the tendency toward a lower range if anything. Single cases offer at \$2.72½, but purchases, as a rule, are of less quantities than cases, and for such \$2.75 to \$2.77½ is quoted. Powdered is in fair jobbing request and held at \$3.35 to \$3.40.

Quinine continues dull, but prices are maintained with a fair show of firmness from first hands at 26c for bulk, while German in second hands offers at 24c to 25c, as to brand: Java quoted at 22c to 23c.

Saffron, American, is firmer and holders generally have advanced quotations to 30c, at which figure the market is firm in tone. The available supply is small and under good control and a further advance is among the probabilities.

Wax, Japan, is very scarce on spot, and holders of the limited supply available now quote 10¾c as inside.

Yerba santa is scarce and wanted and some holders have advanced prices materially. While one holder refuses to shade 15c, another quotes 7c, so that values are irregular and unsettled. It is reported that primary markets are practically bare of stock, while the available supply here is closely restricted.

CHEMICALS.

Acetate of lime is meeting with improved inquiry for both prompt and forward delivery, but prices are without quotable change, 90c to 95c per hundred lb. being quoted for brown, and \$1.35 to \$1.40 do. for gray.

Alum is steady and in moderate demand at \$1.75 to \$1.80 for lump, and \$1.80 to \$1.85 for ground.

Barium chloride has developed increased firmness, owing to scarcity and the tendency of values is upward, though no actual price changes are announced.

Bleaching powder is maintained at the recently established quotation for the various grades, Continental being quoted 1¼c; English, 1¼c, while for forward delivery domestic is quoted at 1c to 1.20c, and German at 1¼c, as to quality and quantity.

Blue vitriol is firmer under the influence of stronger cable advices, but quotations on domestic are nominally unchanged, 4¼c being named for carload lots.

Brimstone offers a shade easier with sellers of seconds at \$23.50 to \$24.00, but shipments are unchanged at \$22.75 to \$23.00.

Copperas prices have been fixed for the first half of 1903 at 37¼c for bulk, and 42¼c in barrels in carload lots.

Cream of tartar continues to offer and sell in a jobbing way at 22c to 22¼c for powdered. It is expected that manufacturers will shortly announce a change in prices.

Gallic acid has eased off to the extent that quotations are now uniform on the basis of 51c to 53c, as to quantity.

Paris green prices for the coming season have been fixed by a number of the principal manufacturers at 11c for 10,000 lb. lots, 11¼c for 1-ton lots, and 12¼c for smaller quantities in arsenic kegs.

Potassium carbonate is firmer and higher in sympathy with the tenor of foreign advices, and quotations are 3¼c to 4¼c for hydrated, and 3¼c to 3½c for calcined, as to seller and quantity.

Potassium chlorate is firmer and jobbing sales are reported at 7½c to 8c.

Quicksilver continues in moderate jobbing demand and quotations are well sustained at 65c to 68c.

Saltpeter, crude, is about out of market, and prices may be quoted nominal at 4c.

Sodium sulphide is scarce and firmer, with crystals held at 1¼c to 2c, and concentrated at 2¼c to 3c.

Tartaric acid is without quotable change, and crystals are maintained at 28¼c to 28½c, and powdered at 28¼c to 29c.

ESSENTIAL OILS.

Anise is in moderate demand and values are well sustained at \$1.15 to \$1.30.

Bergamot is firmly maintained at the recent advance to \$2.10 to \$2.25; small sales within the range.

Orange, sweet, is firmly held at an advance over previous quotations, or, say \$1.55, though trade requirements at the moment are small.

Peppermint is firmer on reports from the west, and producers are talking of still higher prices, though values are presently unchanged at \$4.75 to \$5.00 for bulk and \$5.00 to \$5.25 for H.G.H.

Wintergreen, natural, is not in particularly active demand at present, but holders abate none of their firmness and \$1.75 to \$2.00 is quoted as to quantity and quality.

Wormseed is in improved position and holders generally ask \$1.35 to \$1.50, a fractional advance over previous quotations.

GUMS.

Aloes, Cape, continue in strong position, but the market is still bare of supplies and 14c is named for goods to arrive. Curacao is maintained steadily at 3¼c to 4c, and the demand continues fair.

Asafoetida is steady though the movement does not exceed jobbing proportions; quoted 20c to 25c.

Benzoin is well maintained, with the jobbing sales at 50c to 80c for Slam, and 27c to 35c for Sumatra.

Camphor is not inquired for to any extent at the moment, but it is expected that the distributing trade will soon begin to lay in stock, and the outlook is consequently favorable to an improvement in demand; sales of domestic in barrels and cases at 54c to 55c, respectively.

Chicle offers sparingly in view of present scarcity, and values are well sustained at 42c to 45c.

Kino is in better supply and the jobbing demand is being met at 25c.

Myrrh is scarce and wanted and values generally have been marked up, the quoted range standing at 20c to 35c, as to quality.

Tragacanth shows no special variation; sales of Aleppo first at 67½c to 75c, and thirds at 45c to 50c; Turkey first at 75c to 90c, thirds at 40c to 45c.

ROOTS.

Alkanet is firmer, in sympathy with stronger foreign advices, and holders now name 6c to 6¼c as acceptable for jobbing lots.

Gentian is well sustained at 4¼c to 4½c, though only small sales are reported.

Golden seal continues in light supply, with the tendency distinctly upward, and it is doubtful if anything could be obtained below 52½c, though the demand at the moment does not rise above jobbing proportions.

Ipecac, Cartagena, comes lower, the revised figures being \$1.10 to \$1.20, as to quantity and seller. Rio is quotably unchanged.

Sarsaparilla, Mexican, is a shade easier, supplies being now obtainable at 7c.

Senega is firmer and holders offer with more reserve at the inside quotation of 82¼c.

Serpentaria is offered with more reserve, but the demand is light at the moment and it is intimated that the inside figure might be shaded on a firm bid. While we quote 45c to 47c, 44c is named in one quarter.

Squill has developed some scarcity and new crop just arrived is firmly held at 3¼c to 4c, as to quality and quantity.

SEEDS.

We have few new features of interest to report in this market, about the only change of consequence being a further advance in canary to 5c to 5¼c for Smyrna, and 5¼c to 5½c for Sicily. Russian hemp is easier at 2¼c to 3c.

HINTS TO BUYERS

A profitable line for the druggist to carry is artists' materials and kindred supplies, for which goods the firm of F. Weber & Co., of Philadelphia, are headquarters. The advertisement of this house will be found in another part of the present issue and should be a subject of general interest to our readers generally.

White wood syringe boxes and all forms of boxes used in the drug trade are manufactured by Henry H. Shep & Co., of Philadelphia. This concern has such immense facilities that it is able to ensure prompt delivery and the very lowest market prices. Samples and quotations will be sent upon application.

An interesting line of German pharmaceutical specialties is imported and sold in this country by the Fischer Chemical Importing Company, of 14 Platt street, New York. Druggists who pride themselves upon keeping in touch with the progress of therapy should address this house for literature, which will well repay the reading.

This is the season of the year when druggists are making arrangements for the soda water season. The advertisement of the American Carbonate Company, of 424 East Nineteenth street, New York, will be found of interest. The druggist who does not manufacture his own soda water is scarcely in line with the more intelligent of his competitors in these days.

The druggist nowadays who does not carry Antiphlogistine in stock is missing a valuable part of his business. Antiphlogistine has proved one of the most remarkable sellers among modern pharmaceutical specialties. There has been a host of imitators, but none approaching in quality to the original. The sale of this article has now extended to practically all of the markets of the world.

Samples and quotations on any formula of filled elastic capsules may be obtained by addressing Billings, Clapp & Co., of 64 Federal street, Boston. These goods are supplied in small packages or in bulk quantities, as desired, the facilities of their modern equipped plant making very low prices possible. The house also manufactures a full line of pharmaceuticals, which would be of interest to our readers.

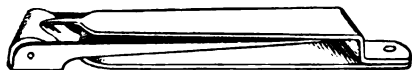
It does pay to push high-class goods when doing business with high-class people! When you have a patron who knows what's what and can appreciate nice things, encourage him to buy the best in your store, he will be better satisfied and you will make more money. For people of this class Suprema Cream is especially intended, and as it is an article of superior merit, and pays the druggist 100 per cent. profit on his investment, it's just the thing to show when toilet creams are called for. Stearns makes it.

Probably the best box made for carrying ointments or oily substances is manufactured by the Mt. Washington Box Company, of 311 Atlantic avenue, Boston. This line of goods is manufactured in silver poplar and black walnut. The edges are so nicely joined as almost to defy detection, and the covers fit with absolute snugness. It is claimed to be the only practically impervious box on the market, and is a great advance over the turned wood box for the purpose. Samples may be obtained upon application to the company.

The Thomas Mfg. Company, of Baltimore, have an advertisement on the front cover of this issue designed for the enlightenment of our South American readers, but it appeals equally, nevertheless, to its old friends of this country. Their English Prepared Chalk in white and pink is the ideal of convenience in form and perfection in quality. The company also manufacture an excellent Whiting in packages, which the drug trade has found a ready and profitable market for. The goods are carried by practically the whole of the jobbing trade.

A Popular Novelty.

The Klip-Klip nail cutter, which is illustrated herewith, is a novelty which takes well wherever introduced. It takes up



EXACT SIZE WHEN CLOSED.

but little space, whether in the pocket or on the counter, and a card of them displayed on the counter will be sure to attract attention.



CHARLES E. MARBLE,

Advertising Expert of the American Soda Fountain Co.

We are pleased to present to our readers this month a most excellent portrait of Charles E. Marble, the versatile advertising manager of the American Soda Fountain Company, and to give a short sketch of the man and the work which he is doing among soda water dispensers and bottlers of the United States.

Mr. Marble was born at Dubuque, Ia., July 9, 1856, and in 1868 began the study of the printing arts in the establishment of Ham & Carver, proprietors of the Dubuque, Ia., Herald, where he remained for 13 years, the last six as superintendent of the entire establishment. In 1891 he removed with his family to Chicago, where for two years he occupied the position of foreman with one of the best printers in that city. Mr. Marble then entered the field as a master printer and for several years conducted a most successful printing business on Madison street, where he earned the title of "Chicago's finest commercial printer." In connection with his printing business he had found it necessary from time to time to do for his patrons more or less work in the way of planning and writing advertisements. Four years ago he was called to the chair of advertising manager for the Liquid Carbonic Acid Mfg. Company, at Chicago, which position he satisfactorily filled until the first of August last, when he resigned to accept the post of advertising manager for the American Soda Fountain Company.

Mr. Marble is an enthusiast in his work and feels that at last he is in a position to offer most acceptable service to his friends among the soda water dispensers and bottlers of the United States. He says: "I know that I have the best house in the world at my back and that my monthly offerings to the trade in the journals are absolutely sure of substantiation by my company." He refuses under any circumstances to misrepresent or overstate facts, and gives assurance that whatsoever he shall exploit from month to month may be implicitly relied upon by the prospective purchaser.

Mr. Marble's methods are exceedingly bold, and he has originated a style of trade advertising which is clearly his own and which is easily recognized by his admirers, of whom there are thousands among the dispensers and bottlers everywhere. His attractive inserts are carefully cut from the journals each month by the dispensers and bottlers, and preserved not only for the valuable information which they contain, but for their artistic worth.

In connection with his office he has installed for the American Soda Fountain Company, at 282 Congress street, Boston, under his own direct management, a complete and capacious printing plant, fitted with modern labor saving machinery, from which not only the advertising inserts, catalogues, circulars and commercial printing issue, but where also is manufactured a complete line of bottlers' labels, hangers, show cards and other advertising.

In addition to being a printer of extraordinary ability, Mr. Marble is also a practical photographer and engraver, and designs and superintends personally every detail in the produc-

tion of his advertising inserts and other printing. He expresses himself as being heartily anxious to serve the best interests of the trade, and extends a cordial invitation to all his friends among the dispensers and bottlers to call and see him at his Boston headquarters.

He is preparing specially printed sets of his advertising inserts and will gladly send the same, carefully put up in mail rolls, to any of his friends in the trade who will send him their names and addresses.

The dispensing and bottling of soda water is an industry which has grown enormously in the past decade.

Mr. Marble desires that his friends among the dispensers and bottlers should know that the American Soda Fountain Company manufacture and are ready to supply on demand everything required or desired by the dispenser or bottler of carbonated beverages. It is his expectation to make it impossible for any dispenser or bottler to think of a soda fountain or a carbonator without at the same time thinking of the American Soda Fountain Company.

A Well Advertised Novelty.

Stainoff is now being well advertised in New York City street cars, posters and painted sign work is now being done here. We understand from the manufacturers, the D. M.



Stewart Mfg. Company, that local advertising will soon be taken up in other prominent cities. This firm, by the way, have been established since 1876, and are the leading manufacturers in the world of slate pencils, lava gas tips, acetylene Burners, etc. They have offices in New York at 8 Jay street, and in Chicago at 57 Washington street.

Two Quick Selling Specialties.

The Coe Mfg. Company, of 50 Warren street, New York, offers to the trade two specialties, which have been found to sell quickly and at profitable prices. Their Nail Clip and their "Perfect Point" Tweezers are probably the best of their kind manufactured in this country. The company also offers a complete line of nail and cuticle files. An illustrated catalogue of the goods will be mailed to any druggist upon application, and the goods may be obtained from any local jobber.

Reliable Corks.

There is so much humbug in the cork business of America that druggists should not forget the old and reliable firm of Justus Brauer & Son, of 248 North Front street, Philadelphia. This house has long been known to sell prescription corks fully up to sample and of absolutely full count. Prices and quotations will be sent upon application.

Artistic Store Interiors.

The present issue contains an advertisement of the well-known house of Seger & Gross, of 42 East Sixty-seventh street, New York. This concern has installed some of the most striking, beautiful and convenient of the metropolitan pharmacies, and their good work can be found almost everywhere along the Atlantic seaboard. Druggists who are in the market for fittings should certainly communicate with the firm before placing their orders.

Equipment for Progressive Physicians.

The Physicians' Standard Supply Company, of Philadelphia, are makers of Nebulizers, Vaporizers, Atomizers, Air Pumps, Air Receivers, Nebulizing Fluids, Hydraulic Air Compressors, and various other articles and implements which help to make up the armamentarium of the modern physician. In many respects they are pioneers in the field which they occupy. This is particularly true of the Nebulizer, which they first introduced to the medical profession of this country, through Ernest J. Stevens of their company, some ten years ago. The

Stevens Universal, the Century No. 5 and the Standard Nebulizers are familiar names not only to physicians and others of the United States, but also of Canada, Great Britain and many other foreign countries. These Nebulizers can be operated with hand bulb, foot pump or air condenser. They are extremely convenient for home as well as office treatment, as all classes of remedies can be effectually applied in diseases of the nose, throat, middle ear, bronchial tubes, lungs, etc., at home, on physician's prescription. They are not complicated, do not get out of order and are easily operated even by children. Write for illustrated catalogue to the Physicians' Standard Supply Company, Odd Fellows' Temple, Philadelphia.

New Year's Greeting.

The Cleveland Rubber Works of the Mechanical Rubber Company have issued a New Year's card, on the front of which is a half-tone portrait of a charming little lady of six summers. On opening the folded card a miniature hot water bottle is disclosed, and below are the greetings of V. H. von Boeneblé, traveling representative of the firm. The effect is unique and most attractive.

Clinical Thermometers.

Special attention is invited to the advertisement of Henry Weinhausen, of 22 North William street, New York. This well-known manufacturer of Clinical Thermometers has had some notable compliments paid to the accuracy of his work. He has not alone sold very largely to the United States Government, but has received substantial orders from England and elsewhere in the Old World. As Hicks, of London, has so far practically dominated Great Britain and the Colonies, and the European continent and its possessions, Henry Weinhausen's success in this field may be taken as proof positive of value of his work. One of the features of his business is that every instrument that leaves his shops is tested by himself, and he strictly limits his output to his ability of properly caring for this most important part of the manufacture of Clinical Thermometers.

Gilt Label Carbolic Acid.



The cut herewith given, representing the Mallinckrodt "Gilt Label" Carbolic Acid package, is by no means a stranger to our readers. It will be news, however, to learn that this is the only brand now sent out by the Mallinckrodt Chemical Works. They have discontinued selling the "Black Label," but will supply the "Gilt Label" from now on at the same price. The quality of the "M. C. W." Acid will be rigidly maintained, so that pharmacists will enjoy the advantage of getting this exceptionally pure product at the same price as is charged for other brands.

A Peerless Florida Booklet.

The general passenger department of the Southern Railway has just issued one of the most strikingly handsome brochures descriptive of "The Southern's Palm Limited" that has ever emanated from a railroad office. "The Southern's Palm Limited" resumes its season on January 12, between this city and St. Augustine, and the booklet gives a diagram of the cars making up this train, besides showing in very handsome photographs the interior of the same, as well as views of the chief points of interest along the route traversed by that company. The Southern having extended its line into Jacksonville, the route of the "Palm Limited" will be between New York and Washington over the Pennsylvania, between Washington and Jacksonville over the Southern, and between Jacksonville and St. Augustine over the Florida East Coast roads.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, JANUARY 26, 1903.

ISSUED SEMI-MONTHLY BY
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69-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruglist, New York," ABC code.

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CASWELL A. MAYO, Ph.G., Editor.

THOMAS J. KEENAN, Lic. Phar., Associate Editor.

Chicago Office, 221 Randolph Street.

ROMAINE PIERSON, Manager.

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What Means Should be Taken to Advertise, Build up and Conduct a Department of Urinalysis in the Drug Store? Answers to this question in the form of essays are invited from Subscribers to the American Druggist. Whoever submits the most satisfactory answer before February 20, 1903, will receive a prize of \$10.

IS IT A SKIRMISH OR AN ATTACK IN FORCE?

THE expected opposition to the new contract and serial numbering plan adopted by the National Association of Retail Druggists at the Cleveland Convention has developed and taken on definite form with the announcement by the Dr. Miles Medical Company, of Elkhart, Ind., of their adherence to the plan. The jobbers in the large cities appear to be as a unit in their opposition to the plan, their objections being based to a considerable extent upon the largely increased expense which they say the plan entails. The jobbing druggists of Chicago have already met and agreed among themselves not to be a party to the plan under any conditions, while similar action was taken by the wholesale trade of New York City at a meeting held last Friday..

The Dr. Miles Medical Company took a courageous step when they decided of their own initiative to sell their goods under the terms of the new contract and serial numbering plan, for unless they are joined soon by other leading manufacturers they must stand prepared to meet a heavy financial loss. We happen to know that several of the larger jobbing firms have already declined to handle the Dr. Miles Remedies, and unless the company are able to make a new channel for the distribution of their goods to the retailers, their continued adherence to the plan will not be a matter of many days. This, of course, raises the old cry of "Must the middleman go?" but we have no means of knowing if the Dr. Miles Medical Company had this eventuality in view when they arrived at their decision to put the new plan into operation.

Meanwhile the outcome of the preliminary skirmish will be awaited with eager expectancy by the drug trade of the entire country in all its branches. Skirmishes are often planned with a view to covering doubtful positions, and the present engagement seems to partake of this character rather than of a movement in force.

URANALYSIS NOT "URINALYSIS."

WE are sorry to see an estimable contemporary giving currency to a word of such hybrid character as "urinalysis," which has nothing to justify and everything to condemn it from an etymological standpoint. The correct form of the word is "urinalysis," from the Greek stem "ur," urine, and "analysis," also a Greek word. The Latin for urine is *urina*, the stem of which is *urin*. If the Latin form is to be used the proper word would be "urinanalysis." Inasmuch as *ur* in Latin means nothing at all it is hard to discover what urinalysis might mean beyond the "inalysis" of *ur*, whatever that might be. The

only possible meaning to be extracted from the word is non-solution or non-decomposition of urine, from *urin*, urine, and *λυσις*, non-solution or non-decomposition; or (taking the *α* as intensive), excessive solution or decomposition of urine.

As we have said the stem of the Greek word for urine is *ur*, and the proper compound under the circumstances is therefore uranalysis.

THE SALE OF POISONS.

THERE is a growing appreciation among pharmacists of the grave responsibilities under which they rest in having control of the sale of poisons. Any interference with the course of trade will produce more or less friction, but the conservative portion of the retail drug trade, the better portion, and we are convinced the larger portion, are coming to a more complete realization of the fact that it is necessary to surround the sale of poisonous drugs with greater precautions than have heretofore been taken, with a view to preventing their misuse, either with criminal intent or as a means of gratification of perverted desires. A note of warning was sounded in the able report at the Philadelphia meeting of the American Pharmaceutical Association by the chairman of the Committee on the Acquirement of the Drug Habit. That report, which was based upon data collected in three of the largest cities of the United States, proves conclusively that there has been of late a lamentable increase in the use of narcotic drugs. In the slums of all the large cities, and more particularly in the cities of the South, the use of cocaine by *habitués* has come to be a serious evil.

In Chicago we learn of one instance in which a retail druggist purchases regularly two ounces of cocaine each week from one jobber. This druggist is located in a section inhabited largely by the lower criminal classes. In Pittsburgh a druggist whose store is in a resident section sells two ounces of cocaine each month. These druggists, while they deprecate these sales and would like to be relieved of it by legislative enactment, have not the moral courage to act up to their convictions and discontinue the sales of their own volition. It is useless for any one to preach abstract principles in cases of this kind. We must recognize conditions as they actually exist, and instead of contenting ourselves with the condemnation of such practices set about their discontinuance through legislative enactment, which will strengthen the hands of such men as have voluntarily discontinued indiscriminate selling of narcotic drugs and give moral support to those who have heretofore sold them under protest, so that they may discontinue their sale and force those who deliberately set about building up their trade in such illegitimate lines to discontinue this practice.

In the State of Georgia an act approved last month prohibits the sale of cocaine in any form whatsoever, save upon the written prescription of a legally licensed and

registered physician or dentist, in which prescription shall be written the name of the person who is to use the same, and such prescription shall not be refilled without the written consent, each time, of the person prescribing the same. The transgression of this act is made a misdemeanor.

This law, the text of which appears in this issue, is along the line of similar laws enacted in some of the Southern States and, if it is faithfully observed, will undoubtedly be of great service in diminishing this crying evil of cocaine addiction.

On January 1 the new poison law of Ohio, the full text of which appears in our news columns, went into effect, and we feel confident that while this law may produce some confusion and entail some inconvenience upon the druggists, it will, as a whole, prove advantageous, both to the public and to the druggists. The omission of the red label upon poison packages is, we think, open to some criticism. It is a notably difficult task at the best to establish a general fact firmly in the minds of the public. Now that after some years the general public have come to look upon a red label as an indication of poison, the presence of a red label, regardless of the phraseology which appears upon it, is in some sort a safeguard. In the omission to again prescribe this safeguard the framers of the new Ohio poison law have, we think, erred. The law seems to have aroused a considerable amount of adverse comment among the drug trade of Ohio as being unnecessarily strict in its provision. We feel sure, however, that after it has been in operation for some time the critics will find that the material protection afforded to the druggists by its provisions more than compensates for the minor inconveniences entailed in its enforcement.

In our last issue some reference was made to the cases of two Cincinnati pharmacists who have expended much time and money in defending civil damage suits brought against them for the sale of poisons which were used for criminal purposes. Under the restrictions imposed by the new poison law these sales would not have been made, and all this trouble and expense would have been spared. Our readers must not forget that in being intrusted with the sale of poisons they have a grave responsibility laid upon them morally, even where no legal enactment has set this responsibility clearly forth, and it is not only right morally, but good business policy for the druggist to magnify his office by living up, not only to the letter of the law, but to his moral obligations in matters of this kind. We are firmly convinced that in the long run the druggist who, even if the law permits him to do so, declines to be made a party to the indiscriminate traffic in narcotic drugs and poisons, will find that this policy has been a profitable one in insuring freedom for him from the many disagreeable complications so prone to arise from traffic of this character. While this is a low plane from which to view the subject, it is one which must appeal even to the most commercial minded druggist to whom the moral aspect of the matter makes no appeal whatever.

THE TERM "DRUG" AND THE HEPBURN BILL.

THE passage in the House of Representatives of the Pure Food and Drugs bill introduced by Mr. Hepburn, the chairman of the House Committee on Interstate and Foreign Commerce, was duly chronicled in the AMERICAN DRUGGIST for January 12. The bill is now under consideration in the Senate, and a hearing took place on it before the Senate Committee on Manufactures, of which Senator McCumber, of North Dakota, is the chairman, on January 20. The prospects for the passage of the measure at this session of Congress appear to be of the slimmest. Opposition to the measure has developed in influential quarters, and this coupled with a certain apathy on the part of the trades and industries supposed to be interested, and the pressure of larger measures on the attention of Congress, will, it is believed, prove fatal to the bill.

While there does not seem to be any strong sentiment favorable to legislation of the character of that provided in the Hepburn bill among the retail drug trade of the country, active opposition to certain of its provisions has not been wanting among the manufacturing interests. At the hearing last week these interests were strongly represented, and succeeded in obtaining the favorable consideration of an amendment to the bill, having for its purpose a more explicit definition of the term "drug" as used in it. The definition of the term proposed by the interests named is as follows:

"Drug. Any substance intended to be used for the cure, mitigation or prevention of disease, whether of animal, vegetable or mineral origin, whether a crude or prepared natural product, whether in the form of a solid, a liquid, a vapor or a gas, whether a solution, a mixture or any other medicinal preparation."

The foregoing definition impresses us as one of the best we have yet seen. It will be noted that chemicals, or chemical compositions used in the arts, are denied consideration in this definition, but just what bearing the incorporation of the new meaning might have on the operation of the law, should the latter ever be enacted, is not quite clear. Our readers will, however, be pleased to learn the interpretation of the word "drug" adopted by manufacturing pharmacists, and we gladly improve the opportunity of bringing it before them.

Errata.

A few typographical errors are noticed by Mr. Hynson in his article on Dispensing Methods and Difficulties, published in two preceding issues of the AMERICAN DRUGGIST, and we gladly improve the opportunity to make the requisite corrections. In the introduction on page 329 the percentage strength of ammonia water is incorrectly given in one instance, the figure 26 being printed for 28. On page 330 the proportion of ether should, of course, read 3 parts, instead of 2 parts. In Contributed Synonyms, lower down, "French chloroform et morphia" should read "Treacle, chloroform et morphia." Sodium bicarbonate is a misprint for sodium borate in the third formula in the second column. Sodium bromide also appears as a misprint for sodium borate in the fifth formula on page 365. See Vol. XLI, 10 and 11, pp. 329-365.

A SUGGESTION FOR THE UTILIZATION OF "EMPTIES."

BY "A LONG ISLAND PHARMACIST."

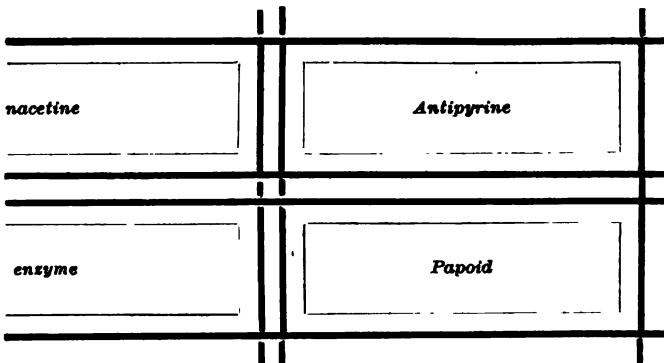
FEW druggists take any considerable pains in the arrangement of the bottles and other containers behind the prescription counter. It is, of course, a discouraging and troublesome task to arrange satisfactorily the scores and scores of vials and boxes in which chemicals, dry extracts, fluid extracts, tonics, cordials, emulsions, proprietaries, etc., are received, and so these are generally allowed to lie around in the original packages, presenting a very unsightly appearance.

Yet at the expense of very little time and the minimum of cash one can make the prescription counter look as snug and neat in appearance as the perfumery case, and easily keep it so even if the stock has to be increased with a new and wonderful dyspepsia discovery every day in the year. Here is the prescription:

Gather the 1, 4, 8 and 16 ounce salt- and narrow-mouthed bottles in which goods are received from the jobber, remove the labels, see that the corks are good where corks are used, provide the bottles with screwings and use them as shelf bottles according to size.

Make a list of the names of the different articles which form the chaos on the shelves behind the prescription counter and after each name mark the size of bottle to be used for the identical drug, so as to get the right size of label. Next proceed to write the labels, which is quickly done after the following fashion:

Make the labels for the 1-ounce bottles $2\frac{1}{4} \times 1\frac{1}{4}$ inches in size, the 4-ounce $3 \times 1\frac{1}{2}$ inches and for the 8 and 16 ounce bottles $3\frac{1}{2} \times 2$ inches, and then proceed as follows: On a large sheet of good white paper draw with a coarse stub pen and with liquid gold (a formula for which I give below) parallel lines, intersecting each other as shown by accompanying sketch, the distance between the lines to be determined by the size of the particular label. Finish the labels off with a finer line drawn inside the border and polish the gold by an even pressure of the thumb nail over all the lines:



Write the labels with black ink legibly in a large round hand, taking care when they are mounted on the bottles to have them all even in height, the difference of a fraction of an inch in the position of the labels rendering them unsightly when the bottles are lined up on the shelf. After mounting the labels allow them to dry for two or three hours and then give them a coating of collodion, using a fine camels' hair brush for the purpose and taking care to cover the entire label with the liquid. This coating will dry in half an hour's time, after which the varnish can be applied. Below I give the formula for an excellent and cheap label varnish, that will stand for years without getting perceptibly darker and which can at any time be washed with soap and water. Give the labels two coatings with this varnish, allowing 24 hours to elapse between applications. The labels are then complete. Calculating for about 300 bottles, the entire job can be finished in a week by devoting two hours a day to the work, at a cost, too, of less than \$1. Even this expense can be cut down about 50 cents if one may be satisfied with black ink instead of gold for the labels.

A prescription counter finished in this way, with the bottles arranged neatly according to size, affords a pleasing sight and speaks well for the neatness and industry of the druggist.

To Make Liquid Gold.

Take one book of gold leaf, place the gold in a mortar with 2 drachms of honey and rub till a perfectly homogeneous mixture results; then add water and filter. Wash the filter (which must be as small as possible) twice with water, then gather

the wet gold powder in a ½-ounce bottle, add 2 drachms of water and 1 drachm of mucilage. Shake before using and polish the writing when dry by means of an ivory stick or the thumb nail.

Varnish for Labels.

Sandarac	3v
Mastic	5x
Camphor	3liiss
Alcohol	3liij
Rectified turpentine.....	3liiss

Macerate till dissolved, put aside for 48 hours and pour off the clear varnish.

THE CHEMISTRY OF COLORS.

Historical and Technical Account of the Chemical Paints —Lecture Before the College of Pharmacy of the City of New York.

AT a stated meeting of the College of Pharmacy of the City of New York, held in the college building on Tuesday evening, January 20, Dr. Maximilian Toch read a paper on The Chemistry of the Well-Known Colors, illustrating the chief points in his paper by experiments and colored lantern slides. The lantern slides exhibited by him included pictures of butterflies, fruits, flowers, etc., artistically executed and beautifully colored with anilines, showing the wonderful variety and delicacy of tints and colors obtained from this source.

In introducing his subject Dr. Toch made allusion to the popular definition of the word paint. "When the word paint is used," said he, "the general and popular impression is that it is some color which is used as a decorative or protective coating on the wood or iron work of buildings. It is quite true that numerous quantities of paint are used for such purposes, but taking it all in all the amount of paint consumed on houses and structural work, which is by far larger here than in any other country, is not by any means the largest consumption of paint itself, even though almost every city or town has its paint factory. Paint is used in large quantities for the manufacture of oilcloth, rubber goods, table oilcloth, window shades, wagons, boats, railroad cars, wall paper, linoleum, printing ink, etc. The consumption of house paint is much smaller in proportion to the consumption of paint for the manufacturing industries." Speaking of the manufacture of chemical paints used as raw materials from which finished colors are made, he said:

"These chemicals or raw materials are ground in a suitable medium or vehicle, such as oil, water, varnish and the like, and they then form oil colors, varnish colors, distemper colors, enamels, etc. Upon the property of the raw material depends the permanency of the finished colors, and as a great many colors or pigments have inherent defects, it is the object of the paint manufacturer continually to improve his products and omit those that are defective.

THE ANCIENT METHOD OF MAKING WHITE LEAD.

"The first and the best known of the paints is white lead, and it is a strange fact that the old method of making white lead, known as the Dutch method, is still in vogue to-day, with perhaps slight modifications. The Romans and the Greeks used the native carbonate of lead, known as the mineral cerusse or cerusite, and the French name for white lead is still cerusse. The method of making white lead by the aid of vinegar and spent tan bark was patented as far back as 1622 and was supposed to have originated in Holland, hence it is known as the Dutch method. An earthenware pot is used, which resembles a crucible, and in this pot is a little shelf about half way up on which buckles of lead are placed, a small quantity of weak acetic acid or vinegar being placed in the bottom of the pot. Hundreds, or perhaps thousands, of these pots are placed in a chamber which is entirely closed up. The tan bark begins to ferment and gives off quantities of carbonic acid gas; the vinegar is vaporized and attacks the lead; the carbonic acid then slowly changes the blue lead into a carbonate lead, and at the end of three months the corrosion is fully completed and the white hydrated carbonate of lead is formed.

THE NEW METHODS OF MANUFACTURE

"There are any number of these methods and likewise a number of new methods of manufacturing, but it is a question which has been disputed time and again whether the new methods, which are called 'quick process,' produce better white lead than the old method. The new methods may be

simply described as being the formation of lead carbonate from the solution of lead salt and carbonic acid. I show you here the manufacture of white lead by what is known as the wet method, which is very simple and under certain circumstances produces a very excellent product. This method was patented by Noble under the name of the Thenard process in 1808. The manufacture of white lead by the old method is in itself a poisonous one, and it is an interesting fact that in one of the short stories written by Charles Dickens, called 'A Bright Star in the East,' he describes a visit to one of the white lead plants in the East End of London. This story was written in 1850, after his first visit to America, and he asserts in it with some degree of conviction his belief that American ingenuity would overcome the danger to the workmen. It is a gratifying fact to record that in American white lead works lead poisoning is almost unknown.

THE DEFECTS OF WHITE LEAD AND THE ADVANTAGES OF ZINC OXIDE.

"White lead has the one defect that it will not stand sulphurous gas of any kind and it blackens very readily when subjected to the fumes of sulphuretted hydrogen. I show you the effect of the sulphuretted gas on white lead and you will immediately notice that it turns it from a brilliant white to a dirty brown. This is the reason why zinc oxide is so largely used for the painting of stables and outhouses and the walls of rooms where permanency in whiteness is desired.

"The use of zinc oxide within the last 20 years has increased enormously, and it appears that its use will increase still more. It remains white and is not affected by the sulphur gases, for the reason that its sulphide is white. The French method for making zinc oxide is by the direct oxidation of the metallic zinc. The American method is by the direct calcining of the zinc ore, and I exhibit a piece of enamel cloth made entirely of zinc oxide. The new zinc paint is a sulphide made by the double decomposition of zinc sulphate and barium sulphide. This material is sold under the name of Oleum white, Beckton white, Charlton white or Lithopone and possesses a great many advantages, particularly for the manufacture of linoleum and oilcloths. It is not acted on by sulphuretted hydrogen because it is completely saturated with sulphur.

CHROME YELLOWS.

"If a solution of lead acetate and potassium bichromate be mixed together a lead chromate is formed of a medium shade. If an acid such as sulphuric or citric be added to the potassium bichromate a lemon of a pale shade is produced. If an alkali such as lime or potash be added an orange shade is produced, and thus we have the range from a lemon yellow to a deep orange made in the manner described. In the manufacture of all precipitated colors the concentration and temperature of the solutions and the speed with which the solutions are combined have a remarkable influence on the shade and fineness. Therefore if we take concentrated solutions and throw them together rapidly we produce heavy and dull looking shades, and if we have cold solutions which are very dilute and which are allowed to come in contact very slowly we have brilliant and light gravity colors.

"In the manufacture of chemical colors it may be opportune to state that it is necessary to make solutions in their atomic proportions so that no waste occurs. One hundred pounds of lead acetate will require 39 pounds of potassium bichromate, so that the precipitate forms lead chromate entirely and the supernatant liquid forms potassium acetate.

"Of the greens I shall speak after I have discussed some of the blue pigments, because the greens are chiefly a mixture of the blue and the yellow. Cadmium sulphide is a very expensive yellow color, ranging in price from \$3 to \$8 a pound. It is only used nowadays as an artists' color for painting pictures. It is made by the addition of a sulphide to the cadmium salt. Chrome yellow, which is fully as strong in tinctorial power, ranges in price from 15 to 30 cents a pound. In the days of horse cars cadmium yellow was used as a yellow pigment because the sulphur gases of the stable did not affect it, but the trolley car has supplanted that.

BLUES.

"One of the most wonderful pigments made is ultramarine blue. It is perhaps the first synthetic color ever manufactured. The natural ultramarine blue is a blue mineral (lapis lazuli) which is found in Siberia, Persia and China, and is used only for decorative purposes. It was formerly used for painting and is a most perfect pigment, although it has not very much body. In 1828 both Grunnet and Gmelin, of France, succeeded in making an artificial ultramarine blue which equaled lapis lazuli in composition. It is a very strange fact that the products which go in the manufacture of ultramarine blue possess

no characteristics of the finished material. Briefly stated, when a mixture is made of china clay (aluminum silicate), sodium carbonate, sodium sulphate, sulphur and charcoal it produces a brilliant blue, which is largely used as a wash blue, in making blue paper, and as a permanent pigment for house painting and for making printing inks. It cannot, however, be used in conjunction with white lead, because the sulphur it contains is likely to blacken the lead. It is a non-poisonous color and is also used for whitening refined sugar.

PRUSSIAN BLUE

is a mixture of a salt of iron and it depends very largely on the physical conditions whether a brilliant blue or a dull blue is obtained. It is a poisonous compound, being practically a ferric ferrocyanide of iron. Most blues are made with iron sulphate, which first produces a whitish precipitate and this is then oxidized with nitric acid or potassium chlorate or bleaching powder. The various grades, which all have about the same purity but differ largely in their tone, are sold under the names of Prussian blue, steel blue, Chinese blue, millori blue, bronze blue, etc. Prussian blues are the basis of all the chrome greens of commerce, which are made by the addition of any one of these blues to chrome yellow. In practice, however, the blues are not made separately, but the lead salt, the iron salt, the yellow prussiate of potash and the bichromate of potash are precipitated alternately. The Prussian blue and the chrome greens are very permanent colors and work well in conjunction with white lead. Ultramarine blue does not work well with white lead, as the sulphide is likely to combine with the lead and blacken it. Therefore in making blue tones with lead it is necessary to use Prussian blue. Ultramarine and Prussian blue both work well with zinc. Prussian blue has a peculiar property, it being soluble in linseed oil at a temperature above 400 degrees. It converts the oil into an extremely elastic and glossy varnish. This varnish is used entirely for making patent or enamel leather and black enameled oilcloth. It is found in practice that an imitation of Prussian blue, known as Japanners' brown, can be made by the decomposition of Chinese blue at a high temperature in the presence of carbonic acid gas. It makes a much more permanent film of linseed oil than Prussian blue or Chinese blue.

LAKES.

"Brilliant pigments which are more or less transparent, and generally made from organic dyes, precipitated or mineral bases, are termed 'lakes,' and the oldest and perhaps best known of these lakes is carmine. Carmine has been known for three centuries. It is the coloring matter of the dried cochineal bug, which is precipitated with alumina. This coloring matter is practically an acid which, combined with alumina, forms an alumina lake. Pure carmine is completely soluble in ammonia and is non-poisonous. In former years it was used to a very large extent as a decorative paint, but the aniline colors have practically driven it out. It is, however, used as a coloring matter for candles and syrups. The aniline lakes are all precipitated in much the same way as carmine, depending, however, largely on their chemical compositions. Some are treated with chloride of barium, some with tannic acid, some with lead salt and some are developed.

THE ANILINE COLORS.

"When coal tar is distilled one of the first derivatives is known as benzole and is well described in the benzene series. When this benzole is treated with nitric acid nitro-benzole is formed, and when nitro-benzole is again treated with iron in the presence of hydrochloric acid an aniline oil is then produced which is the progenitor of certain aniline colors. The subject of aniline colors is too vast for extended reference here. Many of them are acted upon by acids and alkalies, only to form different colors; some of them are developed and others are made by direct fusion and melting, and still others are made synthetically by low temperature in the presence of ice.

Illuminating Gas Discovered by a Pharmacist.

According to the *Annales de Pharmacie de Louvain* for June, 1902, the discovery of illuminating gas is due to Minkellers, a pharmacist, of Louvain, who first used it to illuminate his lecture room at the University of Louvain on October 1, 1784. The English have celebrated the centennial of the discovery of illuminating gas five years ago, attributing this discovery to Murdoch in 1796 or 1797. The French, on the other hand, claim that the credit for this discovery is due to an engineer named Lebon, who in 1786 used "gas de bois" for lighting his thermal lamps. Jean Pierre Minkellers was a phar-

macist and the son of a pharmacist. When political events necessitated it the University of Louvain was closed and Minkellers went back to Maestricht, his native city, where he continued to practice pharmacy. Hence pharmacy has one more great discovery to inscribe on its Golden Book.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

Employer and Employee; Their Duties and Relations.

(Continued.)

THE young pharmacist who starts in business with a limited capital should work with all his might to hasten the day when he can take on a second registered clerk, and he should not hesitate or fail to employ a second registered man at the earliest moment he sees his way clear to do so.

Until his enterprise reaches that stage of prosperity where it can support three registered pharmacists, including himself, the proprietor must perforce be a slave to his business, tied down and confined to a very narrow existence. With fewer help it is not possible to reduce the work and hours of duty to a system that will bear lightly upon proprietor and clerks, and enable them to retain that vigor of bodily health and mental alertness necessary for success in the practice of pharmacy.

The advent of the third man marks an epoch in the business career of the proprietor; he can now breathe a sigh of relief, for the hardest part of the drudgery in founding a business is over. No longer pushed by his business he can drop routine work and push his business. From this time on he can devote his efforts wholly to the management of the business, and he should consider his time too valuable to spend on routine work or the minor details. His part is to plan, to order, to oversee, leaving to his subordinates the execution of routine and detail, holding each employee responsible for the proper performance of his duties and for the satisfactory execution of all orders given to them.

Two registered clerks will allow the proprietor to get away from the store more frequently, to go oftener to market; for no man can be a "close buyer" unless he keeps in close personal touch with his nearby jobbing center, and occasionally visits the more remote primary markets from which the jobbing center is mainly supplied.

An hour's walk, or drive if in the country, in the vicinity of the store each day will serve the double purpose of "taking the air" for health's sake and keeping one informed of what is going on in his business field, what competitors are doing, the new buildings being erected, new families moving in, etc. One or two evenings a week can be devoted to the social and fraternal life of the neighborhood.

Periodically getting away from the store and occasionally getting entirely away from business is absolutely essential to a successful business career. That quick perception and almost unerring judgment of a business possibility or proposition that we call "business ability," is mainly the ability to see and judge things "in the mass." To do this one must get away from detail for the moment, in fact lose sight of it. Watch an artist painting a picture.

With his face a foot or two from the canvas he paints a few strokes, then steps back 5, 10 or 20 steps, until he loses sight of the strokes he has just laid on, except as they modify the whole, until he can view his work "in the mass." It is much the same in business; one must step back, get away from detail, until he can see, study and manage his business broadly as a whole; this is a point of view which is altogether lost by the man who "sticks close to business." Large business enterprises are not so much the result of hard work as of hard thinking by their founders.

With a minimum working force of three registered men, the clerks' hours of duty may be made easier. If the store is open daily from 7 a.m. to 10 p.m.—the usual hours save in special locations—the daily routine may begin with the opening of the store by the second clerk, the porter or boy going on duty at the same hour. The first clerk will then go on duty at 8 a.m., the proprietor arriving at about 9 a.m., thus dividing the working force into two shifts, an early and a late shift. If a boy is employed in addition to a porter he should arrive with the early shift, and if there is a junior clerk he should be put upon the late shift. The early shift may be allowed to quit for the day at 9 p.m., the late shift staying on until closing time, the first clerk closing the store at 10 p.m. In the larger cities it is usual to allow the porter to quit work at 6 p.m., with a round of duty including every week day and two or three hours' work every Sunday morning.

Each of the clerks, juniors and apprentices should have a whole day off during the week and every alternate Sunday, making their week's shift of duty thus average 77 hours—five and one-half days of 14 hours each.

An average of 71 hours of work per week should be regarded as the maximum of labor that the most exacting employer may require of any man. It is seven hours more than the law allows in some of the larger cities. The wise employer will endeavor to reduce the average week's work of his employees to between 60 and 70 hours, not as a matter of sentiment but as a matter of business; as strictly a matter of sound business policy as discounting his bills, and for the same reason, because it pays a direct profit, to say nothing of the extra dividend of advertising that adds greatly to the "good-will" of the business and the fame of its proprietor. Much has been said about "the pleased customer," being "the best of all advertisements," but the pleased and enthusiastically loyal employee will give a business more free advertising than will 100 pleased customers.

The average number of hours may be cut down in a number of ways, depending upon local conditions, closing at an earlier hour during the dull season, or part of the day on Sundays, or giving an extra evening off or part of an afternoon—during the quietest part of the day—once a week.

"Long hours" are the curse of pharmacy, its greatest burden, a heavy handicap to its progress. Considering that the average of salaries is no greater than that of clerks in other lines where the hours of work are less in number per week, it is a wonder that so many fine young fellows "go in" for pharmacy. As it is it is becoming more and more difficult to get the right sort of apprentices in the large cities and their suburbs—there are so many other avenues of employment promising more alluring futures. One pharmacist in a New York suburb, known to the writer, tried for more than a year to get an apprentice possessing the necessary qualifications for becoming a first-class pharmacist, and spent quite a little cash in advertising for such a young man, but without finding one that, as he expressed it, "was worth spending the time on," in training.

His requirements were not unusually high: "A young man of good family, bright, intelligent, of good address

and with a grammar or high school education." The inducements offered applicants were: \$5 a week salary the first year, \$7 the second, \$10 the third, \$15 upon becoming registered, with a possibility of \$20 a week as the maximum of pay after some years of service. The applicant would have had the status of a junior clerk from the start, and would have had no menial tasks, since a porter was employed; every assistance would have been given to the applicant in his studies and training, and he would have been pushed along as rapidly as possible and given the necessary time to attend the nearest college of pharmacy, from which he would have been expected to graduate at the end of his fourth year in the business. Of the numerous applicants who sought the job not one possessed so much as a single one of the requirements, and not one of those that the job sought, personally solicited by the pharmacist, and known to have the necessary qualifications, but refused it immediately. Finally he gave up trying, saying that "the higher education and admission of the unfit questions" could "go hang," for all he cared, he was through with it.

There are lots of good clerks, and they mostly hold good situations. When by chance or accident an employer gets hold of a good man he should remember that with liberal treatment he will be able to keep him longer. The good clerk is sought after by other employers, and generally has an eye open for an opportunity to go in business for himself.

Some employers make the mistake of keeping their clerks at a distance, "make them keep their place," or "hold them down," as they sometimes express it. Some do this unconsciously, it being merely a reflection of their self importance; an employee is simply one of his "help," just as the servant in his kitchen may be; others assume this attitude as a matter of business policy, cold bloodedly, in the belief that it is part of a correct store discipline and keeps the employees from thinking themselves of importance and perhaps asking for more pay, extra time off or other favors.

"He who only rules by terror, doeth grievous wrong," sang Tennyson in his *Ballade of the Ship*; as great a truth as poet ever sang. No martinet ever gets more than time service from those under his rule, gets more work than he can force out of his men. Such an employer never knows that hearty, helpful, voluntary, self sacrificing co-operation of an employee who is well treated as a man and brother, confided in to such an extent as will allow him to realize in some degree the means and aims of his employer, and rewarded with such annual increase of salary as will assure him that his efforts and work in building up the business are noted and appreciated, and that this increase of salary will be based upon a certain ratio of increase in the amount of business done each year. An employee so treated will work wonders in increasing trade, put all his heart and head into his work, make his employer's interests his own, be, in fact, a working partner, without the drawbacks of partnership.

Formaldehyde in the Treatment of Septicaemia.

Much interest has been aroused in medical circles by the presentation before the Obstetrical Society and the New York County Branch of the New York State Medical Association of a report by Dr. Cnas. C. Barrows of a case of septicæmia in which he used an intravenous injection of a very dilute formaldehyde solution with most favorable results. Several other cases of septicæmia have been treated in this city by similar means and, as a rule, with favorable results. In one of the cases the patient, a sufferer from pneumonia, died after showing marked improvement under the treatment. The efficacy of the treatment is not universally conceded as yet by the medical profession, as some of the observers state that the results obtained are no better than those which follow an intravenous injection of an equal amount of water. Dr. Barrows used from 500 to 750 Cc. of a mixture of 1 part of formaldehyde in 5,000 parts of water.

Dr. Benjamin H. Paul.

AN APPRECIATION.

DR. BENJAMIN H. PAUL, who has for 32 years occupied the position of editor of the *Pharmaceutical Journal*, has been connected with the Pharmaceutical Society of Great Britain since its incorporation, having become an associate before 1842. That connection originated in the accidental circumstance that a boyish taste for chemistry prevailed over the intention of his relatives that he should be educated for the Church. At that time chemistry was, in popular estimation, so generally regarded as a negligible quantity that even some educated persons entertained the belief that the chemist's shop was a place where apprentices were instructed in the science of chemistry, and under the influence of that supposition young Paul was apprenticed to a country chemist. Concurrently with the disillusion which speedily followed, the opening of the Pharmaceutical Society's laboratory in 1842 offered a better opportunity of attaining the desired object and the youth entered as one of the students. At the termination of the first and second sessions he obtained prizes for chemistry. Subsequently he became the demonstrator in chemistry under Professor Redwood and had a large share in the work of fitting up the extended laboratory described in the *Pharmaceutical Journal*, v. 314. In that capacity he had under his tuition many men who have since made themselves known as pharmacists or as manufacturers, among whom may be mentioned Dr. Langdon Down, Joseph Ince, Alfred Alleblin, J. C. Major, F. Rudall, J. B. Edwards, R. D. Grindley, W. Sumpter, J. Stutchbury, J. R. Rogers, J. J. Bancroft, W. H. Bell and others, most of whom were prize men in chemistry, etc. He also assisted Professor Redwood in the preparation of the last edition of Gray's Supplement to the Pharmacopœia. At an early age it was characteristic of him to do his work as thoroughly as it could be done, and, desirous of obtaining as complete a knowledge of chemistry as possible, he went to Germany and studied under Liebig and Will at Glessen, where he was contemporary with the late Dr. J. H. Gladstone, Stephen Darby and some other well-known English and American chemists and pharmacists. There he obtained the degree of doctor of philosophy. After leaving Germany he was for some time associated with Sir Robert Kane at the Museum of Irish Industry and with Professor Andrews at Queen's College, Belfast. Later on he was assistant to Professor Graham at University College, conducting his experiments on diffusion and the assay of bullion for the Royal Mint and the Bank of England. We next hear of him at the Island of Lewis, engaged, in conjunction with the late Sir James Matheson, in the distillation of peat and the manufacture of paraffin products. Not long afterward we find him turning his knowledge of chemistry to practical account in connection with the Bessemer process in Belgium; also in Roumania as the manager of a petroleum industry, and in connection with the search for petroleum in the Greek islands and in Galicia, France, Hanover and Russia.

Dr. Paul's connection with the *Pharmaceutical Journal* goes back to the time when it was the property of Jacob Bell and was edited by him. His first signed contribution appeared in 1846. His knowledge of foreign languages was utilized by the editor, to whom he supplied during several years an excellent *précis* of the progress of physical and chemical science, as well as reviews and various other contributions. Indeed, his record is to be found in the pages of the *Journal*, for there is hardly a volume that does not contain more than one signed article from his pen, in addition to the numerous articles and notes which have been written by him while acting as editor. Many of the signed papers have been worked out in conjunction with A. J. Cowley, a former pupil of Frankland, who has been continuously associated with Dr. Paul in laboratory work for nearly 30 years. Dr. Paul was also one of the contributors to Watt's Dictionary of Chemistry, and his article on water analysis was long regarded as the standard classic on that subject.

When the office of editor of the *Pharmaceutical Journal* was undertaken by Dr. Paul, in 1870, the duties of that position were by no means free from difficulties. Trammelled by the necessity of giving a large portion of the space to the Transactions of the society, and with very limited means at his disposal, he had also to act as a buffer between the minority of pharmacists, forming the backbone of the society, and the majority of chemists and druggists in the country, who, being more or less opposed to the society's educational policy, complained that their trade interests were neglected by the society, while they themselves held aloof; he had also to contend with the competition of a journal professedly devoted to trade interests and seeking favorable consideration from the trade by

adopting a policy of active opposition to the work of the Pharmaceutical Society. Dr. Paul has, however, steadfastly upheld during the whole of his editorship the

paramount necessity of a high standard of educational qualification for the pharmacist. But influenced by the circumstance that only about one-tenth of the 15,000 chemists and druggists in Great Britain are engaged in business that has any claim to be called pharmacy, and by the increasingly keen competition in trade, the council of the society has been gradually led to favor the idea of giving the trade element more consideration in the *Journal* and to alter its character, in the hope that it might thus be more appreciated by the general body of chemists and druggists. That object is considered by many to have been successfully attained by the changes that were made in 1895, but there are not a few members of the society who entertain a contrary opinion that the *Journal* has been decidedly deteriorated. The innovation never had the full sympathy of Dr. Paul, but it is reported that during the past year the council decided to extend the innovation still further and to conduct the *Journal*



BENJAMIN H. PAUL, PH.D.

on more distinctly trade lines. That circumstance may partially account for Dr. Paul's retirement from the editorship which appears to be otherwise inexplicable, since he is still in full intellectual vigor, though at an age beyond that at which most people cease from active work, and during the last three years is reported to have effected a saving of more than £1,000 a year in one department of the *Journal* work. So that presumably the opportunity of retiring from the editorship has been accepted by Dr. Paul under the influence of a feeling that the work could no longer command his hearty co-operation.

As an editor Dr. Paul possesses characteristics that have been extremely useful in the conduct of the *Journal* during the last 32 years. With a wide knowledge of men and things and a quick perception of motives and character, he has been able to support the action of the council under many trying circumstances and to hold his own in the endeavor to promote the one great object of the Pharmaceutical Society—viz.; voluntary craft consolidation. He has from that point of view resisted the mistaken but captious proposal to make membership of the society a compulsory concomitant of legal qualification, denouncing that proceeding as a means of vulgarizing membership and destroying its value. Though recognizing the justice of making all qualified individuals eligible to membership as being a logical result of the 1868 legislation, he has always

insisted that the only respectable motive for seeking the privilege of membership must be a profound sense of personal obligation. Painstaking and accurate himself, he has an almost intuitive perception of the weak points of papers that come under his notice. During the 32 years of his editorship he has kept himself *au courant* with the progress of chemistry and allied sciences. A strong man, intellectually and physically, with masterful ways, decided convictions and no fear of consequences, he has never hesitated to condemn careless work, unjust or underhand dealings, or illogical statements; hence it may be easily understood that he should be regarded by some of those with whom he came in contact as a "rugged person," difficult to get on with. But an editor who has a discordant audience, mostly disposed to *ab extra* grumbling at existing conditions, without helping to improve them, requires to have confidence in his own opinions and the courage necessary for expressing them becomes a cardinal virtue.

In his private character Dr. Paul is a sincere friend and an excellent host; an experienced man of the world, at home in almost every capital in Europe, he is also a charming traveling companion. With the British trait of absolute fearlessness in doing what he believes to be right and just, he is a fair fighter, quite as willing to acknowledge himself in error or to receive a straight hit, when deserved, as to give one when needful, never seeking advertisement or descending to log rolling. Hence as editor of the *Pharmaceutical Journal* Dr. Paul may not have been individually conspicuous and is perhaps less widely known than his abilities merited.

HIS CONTRIBUTIONS TO PHARMACEUTICAL LITERATURE.

Following are the titles of papers in the *Pharmaceutical Journal* by Dr. B. H. Paul:

Purification of Cobalt from Zaffre (2), vi, 261; Liquid Fuel (2), x, pp. 100, 551, 601; Mode of Testing the Mineral Oil Used in Lamps (2), xi, pp. 1, 45; The Quality of Chloral Hydrate (3), i, p. 621; The Purity of Drugs and Pharmaceutical Preparations (3), iv, p. 1035; East India Cinchona Bark (3), vi, p. 321; The Quinine Sulphate of Commerce (3), vii, p. 672; The Examination of Some Specimens of Citrate of Iron and Quinine (3), vii, 829; Marking Ink Containing Silver a Source of Damage to Linen (3), vii, 1; The Pharmacopoeia Test for Quinine Sulphate (3), vii, 653; and C. T. Kingzett, Alkaloids from Japanese Aconite (3), viii, 172; Metallic Compounds in Alimentary Substances (3), viii, 232; Note on the Tannins (3), viii, 669; Tartrate of Lime in Cream of Tartar (3), x, 341; A Peculiar Kind of Cinchona Bark (3), xi, 259; Analysis of Samples of Cinchona Bark Grown in Jamaica (3), xii, 897; Liquid Extract of Cinchona (3), xiii, 737; Analysis of Cinchona Bark from Madras (3), xiv, 666; Decoction and Infusion of Cinchona Bark (3), xv, 61; and A. J. Cownley, Peculiar Alkaloid in the Bark of Cinchona Cuprea (3), xii, 497; Cupreine, Non-Rotatory Power of (3), xv, 729; The Homocinoline of Cuprea Bark (3), xv, 401; Cocaine and Its Salts (3), xvi, 325; Cocaine Benzoate (3), xvi, 817; Note on a Sample of Hopeline (3), xvi, 877; Liquid Extract of Cinchona (3), xvi, 861; Note on Catha Edulis (3), xvii, 1009; Laboratory Notes (3), xvii, 647; Tests of Quinine Sulphate, Determination of Caffeine, Cocaine Hydrochloride, and A. J. Cownley, Amount of Caffeine in Various Kinds of Coffee (3), xvii, 565; Chemical Notes on Coffee (3), xvii, 821-821; Gleditschia Triacanthos (3), xviii, 317; Chemical Notes on Tea (3), xviii, 417; Cocaine and Its Salts (3), xviii, 781; Chemical Notes on Tea (3), xix, 24; The Quality of Quinine Sulphate (3), xix, 665; Cinnamyl Cocaine in Coca Leaves (3), xx, 166; Amount of Theine in Tea (3), xxi, 61; Determination of Caffeine (3), xxi, 882; The Chemistry of Ipecacuanha (3), xxv, 111, 373, 641, 690; Action of Heat upon the Alkaloids of Ipecacuanha (4), 1, 2; Ipecacuanha, Brazilian Columbian (4), ii, 321; The Detection of Copper in Vegetable Substances (4), ii, 441; Jaborandi and Its Alkaloids (4), iii, 1; Pilocarpine Hydrochloride (4), iii, 437; The Alleged Conversion of Cinchonine into Cinchonidine (4), iv, 141; Paraformic Aldehyde as an Antiseptic (4), v, 101; Salts of Emetine (4), v, 451; Cocaine Hydrochloride (4), vi, 586; Examination of Crystalline Substances Obtained from Daviense Latifolia (4), v, 187; Absorption of Carbonic Anhydride by Magnesia (4), vii, 389; New Drugs from the Colonial Office (4), vii, 51; Emetine and Cephaeline (4), vii, 98; Cocaine Hydrochloride (4), viii, 524; Quinine Hydrochloride and Caffeine (4), x, 438; Tests for Arsenic (4), x, 688; Arsenic in Beer and Sugar (4), xi, 690; Detection and Chemical Identification of Arsenic (4), xii, 136, 226; Chemistry of Ipecacuanha (4), xii, 323.

Packing House Pharmaceuticals.

A host of pharmaceutical preparations are compounded in the laboratories of the packing establishments. Bearing the label of these concerns will be found such things as "desiccated thyroids," "desiccated thymus," "spinalcord powder" and "pituitary body powder." Recently it was determined that the serum in the eyeball of a steer possessed certain medicinal properties, and now the packers are producing it as an article of commerce. "The thyroid gland of the sheep, the thymus gland of the lamb, the parotid gland of the calf, and the pituitary and suprarenal gland of the steer are resolved into desiccated substances, powders and liquids in the laboratory," says a writer in a recent number of the *Century Magazine*. "Every one of these has its place in medicine in the treatment of organic and nervous disorders, and year by year their repute is growing. Defibrinated blood and inspissated ox gall are made in large quantities, as are pepsin and pancreatin and their dozens of compounds. From the blood albumen is extracted for the use of the calico printer, the sugar refiner and the tanner, and anhydrous ammonia for the

ice manufacturer's freezing liquid. The spinal cord and spleen of the steer are sent to the chemist for reduction to powder and tablet."

THE PRODUCTS OF THE BEE.

By S. T. Frost.

PROPOLIS is a substance employed by bees for stopping cracks and crevices in the hive, and generally as a cementing medium. It is of a very dark green, almost black, color, of a highly resinous and tenacious character, and is collected by the bees principally from the buds of plants and the horse chestnut, and from the bark of certain other trees. "Propolis" was the name given to an old galenical preparation made from the leaf buds of poplars, birches and other trees. This preparation was found to be extremely useful in the diarrhoea of children, and it was also employed for the treatment of wounds, for anointing various eruptions of the skin, and in seborrhoea and other complaints; but propolis in its crude state, as a by-product of bee keeping, does not appear to have been adapted to modern therapeutical requirements. Recently, however, a preparation made from crude propolis had been introduced under the name "Propolisine." This new preparation is an oily liquid of characteristic and pleasant odor, which was reported to have gained considerable recognition in therapeutics as a disinfectant and antiseptic.

THE PRODUCTION AND COMPOSITION OF HONEY.

In the first instance, a sweet liquid—nectar—secreted by flowers, is extracted from the nectary of flowers by the bee and is passed from its mouth to the honey sac, and in passing receives the secretions of a system of glands at the root of the tongue, which convert the cane sugar of nectar into the grape sugar of honey. On returning to the hive the bee disgorges the honey and stores it in the cells of the honeycomb. The heat of the hive causes a certain amount of water to evaporate and the ripe honey contained in the cell is then sealed over with a thin cap of wax.

The author having referred to the composition of honey and the characteristics of the pure and sophisticated articles, also to its properties as a food and a medicine, quoted the following formula for making mead, recommended by the Rev. Gerard W. Bancks, M.A., of Hartley Rectory, Kent, who has made a special study of honey and its uses:

To every gallon of water put 2, 3 or 4 pounds of honey (according to quality of mead desired), with the peel of two lemons. Boil for half an hour, and then pour into a cask. When lukewarm add a little yeast, and to a 9-gallon cask 2 ounces each of ammonium phosphate and cream of tartar. Tack cream-cloth or muslin over bung-hole. When it has ceased working bung up tightly, and let it remain in the cask six months; bottle and cork at once.

With regard to the ferment, Mr. Bancks states that it is important that a suitable one be introduced immediately the temperature of the liquid reaches about 90 degrees F., and that it should develop as quickly as possible, so as to prevent the possibility of undesirable ferments making any progress.

COMMERCE IN HONEY

The honey and wax market of the United Kingdom is largely dependent upon foreign countries for an adequate supply. The amount of honey imported during the past five years had been roughly estimated at about 2,250,000 cwt., value about £31,000, or about 3½ pence per pound. Among the principal countries supplying the British markets are the United States of America (chiefly California), Chili and Peru, British West Indies, France, Italy, Australia and Germany. Occasionally honey is also imported from New Zealand.

California comes easily first as a honey producing country. the crop in 1886 (the last date quoted) being 4,500,000 pounds. With its opulence of bloom, practically all the year round. California is an ideal home for apiculture, as many as three crops of honey being available. Bee keeping is carried on most extensively along the southern coast, where the sage brush hills furnish the whitest, most delicate honey in the market. By moving the bee colonies about three crops of honey are secured, the bees being kept active during nine months of the year. Notwithstanding the large yields of honey that are obtained in California, adulteration is sometimes practiced, and California, as well as honey from other countries, is often mixed with glucose. One method, said to be adopted in California, is to fill the 4-gallon can in which honey is shipped about one-quarter full with glucose of a fairly thick consistency, and the honey is then poured on the top of the glucose.

Chili probably ranks next to California as a honey producer, although the industry there is only about 25 years old. Good

¹ Abstract of a paper read before the Chemists' Assistants' Association and published in the *Chemist and Druggist*.

thick white Chilian honey is especially esteemed for medicinal purposes. Chilian and Peruvian honey and wax are much of the same class. The principal markets in Europe for Chilian honey are Hamburg and Liverpool, it being very rarely offered in London. Hamburg has of late years considerably developed as a port for Chilian and Peruvian wax and honey. For instance, of 2,178,000 kilos (1,000 kilos = 1 ton) of honey imported into Hamburg, more than half was shipped from Chilian and Peru, while of beeswax 1,376,000 kilos were imported in 1899, against 1,262,300 kilos in 1898. The imports of Chilian honey and wax into Liverpool during the past few years are shown in the following table of figures, supplied by T. H. Wardleworth, of Liverpool:

	1897.	1898.	1899.	1900.	1901.
Chilian honey:	Bbls.	Bbls.	Bbls.	Bbls.	Bbls.
Stock, December 31...	910	1,545	790	600	5,750
Imports	3,163	5,995	4,422	5,257	11,515
Chilian beeswax:	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Pkgs.
Stock, December 31...	170	80	80	190	117
Imports	723	755	914	734	995

French honey is mostly shipped to London from Dieppe, and the new crop generally comes in about August and September. About 6,000,000 kilos is an average crop, the bulk of it being consumed in France. It is seldom offered for sale in Mincing lane, as the imports usually go into the hands of wholesale druggists direct.

Dealing with Jamaica honey, Mr. Frost said it had been much in evidence in the London market of late years, where it has become one of the cheapest varieties of honey sold. In Cuba it is said to be produced at a cost of 2 cents per pound. A. J. Root (an American), one of the greatest authorities on the subject, had expressed the opinion that Jamaican "log-wood" honey compares favorably with anything that can be produced in America.

Australian honey is frequently offered in Mincing lane, but its flavor is not greatly appreciated, probably owing to the bees having gathered nectar from eucalyptus flowers; it is also flavored, sometimes said to be perfumed. In South Australia bee keeping and honey production are rapidly growing. The amount of honey produced in 1899-1900 was estimated at 523,000 pounds, while in 1900-01 that amount was more than trebled, the total output being 1,700,000 pounds. Most of this honey is consumed locally, very little finding its way to Mincing lane. If the color and flavor of South Australian honey can be got to suit the requirements of buyers in the European markets it ought to be possible to work up a large trade, as sufficient could be obtained to supply all the honey importing countries.

New South Wales is also a large producer of honey, but very little comes to London.

Russian honey is never seen in the London market, although there is an estimated production of about 320,000 cwt. annually. That amount, however, is evidently not sufficient for home consumption, as both wax and honey are imported into Russia.

The Emperor Menelik, it is said, has a garden planted with kouso plants and stocked with beehives. After the flowering season some of the honey is taken from the hives. A teaspoonful of this honey dissolved in water is said to be a very effective remedy for tapeworm and free from any objectionable effects.

The price of honey depends upon flavor and color. If the honey is light in color the chances are—speaking particularly of Californian and Jamaican honey—that it has been gathered from the right class of flowers. The amount of honey used in pharmacy is insignificant in comparison to the total consumption.

HOW BEESWAX IS PRODUCED.

The author, having dealt with poisonous honey, proceeded to speak about beeswax, which is formed in the body of the working bee of fluid honey and pollen—not involuntarily, as well nourished animals form fat, but whenever the bees wish to form it. When they take fluid honey and pollen in a larger quantity than they need for their own nourishment the surplus is retained, further digested and allowed to pass into the blood vessels, in order to be chemically distilled there, and to exude upon what are termed the ventral plates on the under part of the abdomen. The wax leaves the secreting glands in a fluid state and solidifies in the form of small transparent white scales, five cornered, resembling mica and shining like mother of pearl. The variation in the color of the comb has been found to be due to the pollen used by the bees. The pollen from different flowers gives the wax its distinctive color.

It is generally considered that in order to produce 1 pound of comb from 10 to 20 pounds of honey is consumed. This is the reason why the modern bee keeper endeavors to keep his combs in good condition from year to year, in order that the

bees may commence to store honey as soon as the season begins.

Mr. Frost next dealt with the various ways of melting down the comb and clarifying the wax. Coming to adulterants, he stated these to be chiefly resin, tallow, stearin, goats' fat, paraffin, and vegetable and other inferior waxes. The only satisfactory test for beeswax is to determine the amount of cerotic acid and the non-volatile fatty acids present, but the following simple tests suggested by J. Dennler, are useful:

1. When wax is chewed there should be no unpleasant taste and it should not stick to the teeth. If wax is adulterated with other ingredients the taste alone will detect them. If it sticks to the teeth the admixture of resin can be assumed.

2. Pure beeswax may be distinguished from adulterated by dropping a small piece of beeswax, of known purity, on a hot iron plate. The odor given off is noticed. Then a piece of the suspected wax is burnt in the same way. If it contains ceresine a disagreeable fatty white smoke is given off, which differs the more from the smell of wax the more ceresine there is mixed with it.

Having described the uses of wax in pharmacy, its commercial sources were mentioned.

Imported wax varies greatly in color and quality, ranging from white, through all the shades of yellow and brown, to black. Perhaps the article for which there is the greatest demand in the open market is Jamaican wax, which is shipped in barrels, casks and cases weighing from 2 to 4 cwt., and always finds an unlimited sale in London on account of its undoubted purity. The prices range from £7 10s. to £8 15s. per cwt., and occasionally there is very active competition for it. The total exports from Jamaica in 1898 were valued at £10,294, against £4,823 in 1888, while the value of the honey exported from Jamaica during the same years was £2,103, against £1,341. The United States has increased her imports of wax from Jamaica, while the amount coming to the United Kingdom has decreased.

Robert Louis Stevenson and Pharmacy.

In one of Robert Louis Stevenson's short stories we meet with the following:

"Monsieur Leon Berthelini had a great care of his appearance, sedulously suited his deportment to the costume of the hour. . . . If he had worn the clothes of the period you would have set him down for a hitherto undiscovered hybrid between the barber and the affable dispensing chemist." I make no comment on where Stevenson wishes to place the chemist socially; to know that he was on friendly terms with one or two of them is more to the purpose. One of these friends has lately published *A Life Study in Criticism* on his late friend and schoolmate. We heard of the *Journal* started by Bell and Ford, and when reading of it I was reminded of a similar journalistic enterprise as related by H. B. Baildon in his book on Stevenson. Mr. Baildon first met Stevenson at a private school kept by one Robert Thomson, M.A., in Fredrick street. "At school," says Mr. Baildon, "Stevenson was a quick and bright, but somewhat desultory scholar, and never strove after distinction in his class. . . . But he was already full of his own literary projects and activities, and we took, I fancy, a keener interest in the school magazine than in our more regular and legitimate studies. That we were rather ambitious is witnessed by the fact that we must needs run two serial stories abreast. One of these Stevenson wrote himself, while he and I collaborated over the other. He suggested and discussed with me the plot, which was of true Stevensonian type and was laid in the tropical island of Jamaica, and I wrote up the details with such unfortunate vividness and effect that the story was speedily proscribed by my parents as sensational, and either remained a torso, to use a fine phrase, or was finished single handed by Stevenson himself." H. C. Baildon, father of Stevenson's friend and the founder of the firm that still bears his name, had his home at Dunculiffe, Murrayfield, in which Stevenson when a boy would often be with his youthful companion. He has immortalized it in one of his short stories, "The Misadventures of John Nicholson." Here is a curious remark in one of Stevenson's letters to the sister of one of his friends: "You may remember Walter had a romantic affection for all pharmacies, and the bottles in the window were for him a poem. He said once that he knew no pleasure like driving through a lamplit city waiting for the chemist's to go by." Perhaps a little time served behind these fine glaring bottles would have cured him of all the "romantic affection" and poetry he saw in them.

During the time Stevenson was in the South of France he was intimate with the English pharmacist in one of the towns there. A son of this pharmacist still carries on the business. A few years ago he, with Richard le Gallienne, a few others and a Scotch chemist, had a midnight exploit in a cave there. A very interesting account of it was contributed to the *Daily Chronicle* by Richard le Gallienne.—J. G. Sciater, in "Pharmacists in Literature."

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Physical Characteristics of the Glycerophosphates.—E. W. H.—Glycerophosphoric acid is a pale yellow, oily, odorless liquid, of a sour taste, which is soluble in both water and alcohol. It is not used in medicine by itself. Nearly all the salts of glycerophosphoric acid are extremely hygroscopic substances, and some appear on the market in the form of a 75 per cent. aqueous solution having the consistency of a thick liquid or semi-solid mass. The sodium and potassium salts are put on the market in this form, while the calcium, iron, lithium, magnesium and quinine salts occur either as powders, crystals or scales.

Blue Prints on Porcelain.—B. A. H.—With the information given in our last issue on the Theory of Blue Prints all that is required for the purpose mentioned in your recent communication is a formula. Positive pictures may be painted on china or porcelain by observing the details of the following process: First coat the surface of the article which is to receive the print with a layer of well-beaten white of egg, and after this is dry sensitize the coating with a mixture of the two subjoined solutions.

Solution A.

Potassium ferricyanide.....	3i
Water	3v

Solution B.

Iron and ammonium citrate.....	3viiiss
Water	3v

A mixture of equal parts of Solutions A and B is applied to the layer of egg albumen by means of a brush, the operation being conducted in the dark, or in light from which the actinic rays have been carefully excluded. (The light of a lamp which has been covered with orange tissue paper will usually answer, though a screen of non-actinic orange glass through which the light may filter from the outside of the room in which the operation is conducted is the safer method.)

After the egg surface has been sensitized in the manner described the negative film from which the print is to be made is placed over the sensitized surface and kept in position by a dab of wax on each corner. It may then be printed in strong sunlight. There will be no need to remove the film to see how dark the image is growing, because with the above formula it will not print beyond a certain depth. After exposure for about half an hour wash the article in clear water, which is all that is required for the development of the picture.

A Budget of Queries.—C. writes: "Would you please give me the following information by mail or in the next number of the AMERICAN DRUGGIST:

(1) A good working formula for a nail powder, both plain and tinted; (2) a brilliant nail paste; (3) a formula for a barber's bay rum to sell at about \$3 to \$5 a gallon; (4) please state where can I procure a National Formulary in which the quantities are given in apothecaries' weights and measures."

Nail Powder.—Tin oxide is the basis of most of the popular finger nail polishes. The following is a typical formula:

Tin oxide.....	3i
Carmine	gr. xlv
Otto of rose.....	Mv
Oil of neroli.....	Mv

Finger Nail Paste.—This has the same basis as

the powder, mucilage of tragacanth being used to give the substance the required consistency. The following is a formula:

Tin oxide.....	3i
Tragacanth	gr. i
Glycerin	gtt. i
Rose water.....	q. s.
Solution of carmine, N. F.....	q. s.

The tragacanth in powder should be thoroughly incorporated with the tin oxide followed by the glycerin, and just sufficient rose water to make a paste of the desired consistency, a drop or two being all that is required. It may be found best to use powdered carmine in the place of the solution, but a little experimentation will best determine this.

If an enamel varnish is required, the following may perhaps answer best:

Paraffin wax.....	3i
Chloroform	3ij
Otto of rose.....	gtt. iij

To polish the nails apply the enamel and rub dry with chamois skin.

Barbers' Bay Rum.—This may be made of fair quality, according to A. E. Hiss, as follows:

Oil of bay	3iv
Acetic ether.....	3i
Alcohol	Oilj
Powdered talcum.....	3ij
Water	3v
American saffron.....	gr. xxx

Mix the oil, ether, alcohol and talcum, agitate thoroughly, add the water and saffron, agitate again, let stand for 24 hours, and filter clear.

National Formulary.—The apothecaries' system of weights and measures is no longer given in the National Formulary. The first edition of the work, published by the American Pharmaceutical Association in 1888, expressed the weights and measures in this system, but in the second revised edition, published in 1896, the different denominations of weights and measures were expressed in the terms of the metric system, and unless you can obtain a copy of the first edition it will be necessary for you to either use the metric system or calculate the equivalents in apothecary's weights and measures.

Ink Remover.—A. A. C.—The composition of any preparation for the removal of ink stains should be determined by the nature of the ink which forms the stain. Thus a liquid which would remove a gall-iron ink might have no effect whatever on a stain produced by aniline ink, and *vice versa*. Aniline stains are best treated with a solution of an organic acid, such as tartaric or citric, while iron ink stains require a more powerful bleaching agent for their removal. The following preparation has been recommended as an efficient ink remover for the last named class of stains:

Citric acid.....	3i
Water, previously boiled and cooled.....	3xvi
Borax, saturated aqueous solution.....	3ij
Chlorinated lime.....	3iij

Place the whole in a stoppered quart bottle and shake at intervals during several hours; then allow to settle and decant the clear liquid.

A compound which finds favor with bookkeepers for the erasure of ink from documents consists of separate

vials of Javelle water and diluted solution of hydrochloric acid in water. The ink mark is carefully moistened by means of a pointed stick, first with the Javelle water and afterward with the solution of hydrochloric acid, and the excess of moisture absorbed by a piece of clean blotting paper. The operation must be conducted quickly since the chemicals exert an injurious action on the paper.

Book on Massage Wanted.—J. B. O. writes: "I want a practical work on massage, one that can be readily understood and which gives formulas for massage face creams, etc. I desire a work from which one who knows practically nothing about the subject can obtain instructions enabling him to become a first-class masseur."

We regret our inability to name a recent work on massage of the practical character of that desired by our correspondent. The most recent work on the subject is by a German, Dr. Erich Ekgren, and is entitled *Taschenbuch der Massage für Studirende und Ärzte*. It is published by S. Karger, Berlin. Other works on the subject are Kellogg's *Art of Massage* (\$2.25); Kleen's *Handbook of Massage* (\$2.25), and Ostrom's *Massage and the Original Swedish Movements* (\$1). Any of the works named can be purchased through the American Druggist Publishing Company or any large firm of medical book publishers, such as P. Blakiston's Son & Co., Philadelphia.

Advertising Journals.—F. E.—The following comprise a fairly complete list of the journals in the United States and Canada which are devoted to advertising in its various branches. For convenience we print the name of the periodical after its post office address:

Atlanta, Ga., *Practical Advertising*; Chicago, Ill., *Ad Sense, Advertising Experience, The Show Window, Tips on Advertising*; Boston, Mass., *Profitable Advertising*; Grand Rapids, Mich., *Ad Review*; St. Louis, Mo., *Ad-Writer*; Delhi, N. Y., *American Advertiser*; New Market, N. J., *Advertisers' Guide*; Cincinnati, Ohio, *Billboard*; Columbus, Ohio, *Advertising World*; Dallas, Texas, *Newspaper Ink*; New York City, *Printers' Ink, National Advertiser, Fame, Brains, Bill Poster, Art in Advertising, Advisor, Advertising Success*; Toronto, Canada, *Bill Poster and Business*.

Chemical Journals.—J. I. M.—The principal journals devoted to pure and applied chemistry published in the United States are: *The Journal of the American Chemical Society*, Easton, Pa. (\$6 per annum); *American Chemical Journal*, Baltimore, Md.; *Science*, New York (\$5 per annum); *School of Mines Quarterly*, Columbia University, New York (\$2 per annum).

The Purification of Potable Water in the Country.—Georges and Maillard (*Archives de Médecine Militaires*, July, 1902) give the following process for purifying contaminated water in the country. This process is especially useful to soldiers and tourists, as the remedies required come in compressed tablets. The first tablet contains the following mixture:

Tablet No. 1, or Blue Tablet.

Dry potassium iodide.....Gm. 10
Dry sodium iodide.....Gm. 1.56
Methylene blue.....enough to color.
Make 100 tablets.

Tablet No. 2, or Red Tablet.

Tartaric acid.....Gm. 10
Sulpho-fuchsine.....enough to color.
Make 100 tablets.

Tablet No. 3, or White Tablet.

Sodium hyposulphite.....Gm. 11.6
Make 100 tablets.

These tablets are sufficient to purify 100 litres of wa-

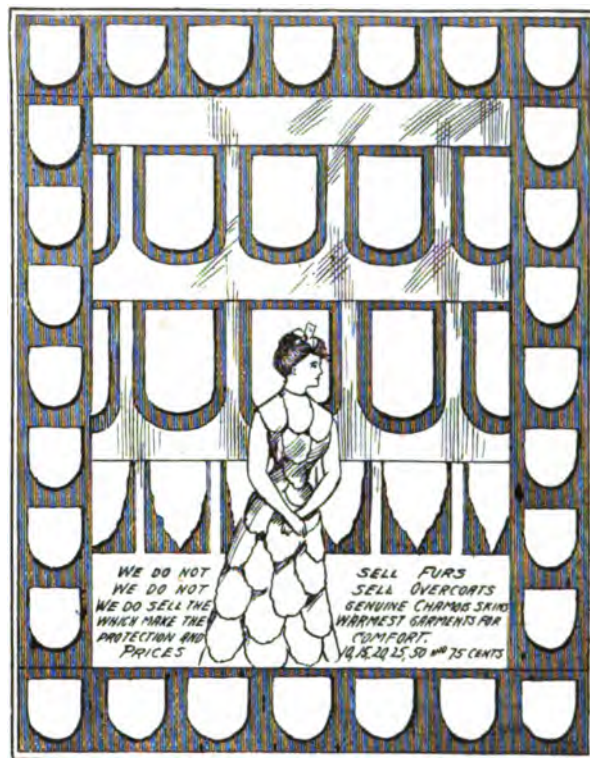
ter, and are very easily carried about. One tablet of each kind is required for each liter of water, and if the water is very turbid it must be first filtered in a rough way. The first and second tablets are first dissolved in a very small amount of water, and the solution is added to the water to be purified. At the end of 15 or 20 minutes the third tablet is added, which transforms the iodine that has remained free into sodium iodide. The water is then purified, and is immediately ready to be drunk.

Correspondence.

A Window Display of Chamois Skins.

To the Editor:

Sir,—A few weeks ago I made a window display of chamois skins and had it photographed, but the plate met with an accident, and I am sending you a pen and ink sketch of the display with a verbal description in the hope that it may prove of interest to your readers and be deemed worthy of publication in the AMERICAN DRUGGIST.



Window Display of Chamols Protectors.

Small bright yellow pieces of chamois skin were pinned on a background of dark crimson red ingrain paper, which formed a border around the window about 1 inch from the glass. As a center piece a life-sized cut-out of a female figure was used, the figure being draped with chamois skins from head to foot. Strings were suspended across the back of the window on which were hung both large and small pieces of chamois skins, each having a shaped background of the crimson red ingrain paper. Alongside of the figure was displayed a card as follows:

We do not sell furs.
We do not sell overcoats.
We do sell the genuine chamois skins, which make
the warmest garments for protection and comfort.
Prices—10, 15, 20, 25, 50 and 75 cents.

The display was a very striking one because of the contrast of the yellow chamois skins against the dark red in-

grain paper. It arrested attention and greatly increased our sales. The chamois skins cannot be left in the window for more than a day or two, as the yellow color is quickly bleached by the sunlight. J. T. PEPPER.

WOODSTOCK, ONTARIO, CANADA, January 19, 1903.

A Protest Against the Treating of Doctors.

To the Editor:

Sir,—I read with considerable interest in your issue of January 12 the article headed, "How One Druggist Treats Physicians." I find in it a recommendation to present doctors with a complimentary annual ticket for free soda water.

Are the doctors paupers that they cannot pay for a glass of soda water with or without fly, when they feel dry? In my opinion, it is a recommendation of an additional nuisance, and approaches bribery. In our country where bribery prevails to a more or less extent in all matters of commerce, politics, etc., all classes have become so accustomed to it, that they have lost the clear conception of bribery.

As a means of communication between retail druggists it is your duty to try and induce them to diminish the already existing great number of nuisances in their business, in place of recommending an additional one. All nuisances in our business are of our own creation, and at the bottom of it is unfair competition, and to get rid of some of them we should commence with a reform in our own business. OTTO RAUCHFUSS.

CINCINNATI, OHIO, January 15.

New Inventions.

METHOD OF SOLIDIFYING ALCOHOL, ETC.

A patent has been granted to August H. Cronmeyer, of New York, on a process of solidifying alcohol and volatile hydrocarbons. The product consists of 1 part sodium hydrate, 1½ parts water, 5 parts alcohol, 5 parts stearin, 2½ parts colophony resin and 50 parts of an inflammable hydrocarbon to be solidified. For the production of a solid hydrocarbon, the stearin and resin are dissolved in the alcohol and the given hydrocarbon and heated. The caustic soda is dissolved separately in the water and heated, the two solutions being finally combined while still hot.

IMPROVED BORDEAUX MIXTURE.

Frederick J. Smith, of Elizabeth, N. J., has assigned to Wm. H. Bowker, of Boston, Mass., a patent recently granted on an improved method of preparing Bordeaux Mixture. The improvement consists in driving off the water of crystallization from blue vitriol and mixing the dried powder with powdered calcium carbide. It is not stated how the mixture is to be applied.

Literary Pharmacists.

"Nature in the Witness Box" is the title of a book which has just come from the pen of a Southern wholesale druggist. N. L. Willet, of the N. L. Willet Drug Company of Augusta, Ga. While Mr. Willet's capacity as a man of business is well established, as he has been successful in the drug field, his venture in literature shows him to be both naturalist and scientist. The book is published by the author at 82 cents, postpaid.

A Druggist Writer.

Phelps Whitmarsh, who will be recalled by many of our readers as having been the Boston representative of Dodge & Olcott, and who a year or so ago forsook drugs for literature, has, in the "Century," an interesting account of the "Chantey Man," a rapidly disappearing species of the genus sailor, whose special province is or was to sing the solos in the songs, or chants, sung by sailors to aid them in keeping time when hauling on ropes."

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticize advertisements, suggest improvements, and answer all questions coming within the scope of this department.

WASTE BASKET FIENDS.

IN a recent talk with a manufacturer who does business with the drug trade, he related an experience which happened to him a short time ago. It seems that he had sent an expensive pamphlet to several thousand druggists, which embodied a special offer certain to prove very advantageous to a large number of the recipients. This was followed a few days later by a circular under letter postage, calling attention to the previous offer and including another very attractive offer.

A peculiar result was that about 20 per cent. of the firms addressed replied that they had not received the book or had discarded it without attention.

Practically all these replies were no doubt from men who had simply deposited the catalogue in the waste basket without scanning it at all. The nature of this manufacturer's offer was such that many of those who fired it without attention might as well have destroyed a \$10 bill.

The busy druggist, of course, has not time to go carefully through the mass of circular mail that reaches him; but there is a large class who seem to have the idea that there is some virtue in chucking all advertising matter into the waste basket without any attention whatever. There is not one of these people who does not lose money by it.

More discrimination is needed. A manufacturer does not get out an expensive publication unless he has something worth while to say in it.

The druggist who knows the value of keeping in touch with all the progress in his line of business must recognize the fact that much of the information must come from this particular source. There may not always be time for careful reading, but a rapid survey of the printed matter received will doubtless show whether it has in it anything of interest and value.

If it has, it should either be placed where it can be turned to and read when leisure time is available, or it should be filed for future reference. Some of the most successful druggists I know have a regular filing system for circulars, price-lists, catalogues and printed matter of all kinds. One of these men has recently installed a special filing system for this purpose at a cost of over \$100, and he believes it will prove a very profitable investment.

The druggists' daily mail always contains information of some value. There is no more reason for discarding it than value of any other sort. The man who ruthlessly wastebaskets everything deserves to have his own advertising treated in the same way, and his habit is quite sure to bring about its own retribution.

Advertising matter should be welcomed, and should receive intelligent consideration. Such consideration requires little time, and it will be well repaid.

CRITICISM AND COMMENT.

The "Makes You Strong" ad which is reproduced comes from Moore's Pharmacy, Sandwich, Ill. This is a good ad, one that may not bring much return of itself, but which will be valuable as one of a series upon this subject. The ad is one of the simple, informing kind that will leave a favorable impression upon the reader. If this first impression is followed by others, buying will result.

Makes You Strong.

That is just what our new blood and nerve food, Nova-Vita, will do.

We have worked a long time to get a perfect preparation of this kind, and now think we have an article superior to anything now made. So confident are we that it will help you that after taking a full bottle you say that it has not helped you, you may return the empty bottle and get your money back.

You not only get a larger bottle than any other, but the dose is smaller.

You must try it by all means if you are suffering from catarrh, nervous dyspepsia or impoverished condition of the blood. It gives "new life" to the whole system.

Price—\$1.00 a bottle.
6 bottles for \$5.00.

Moore's Pharmacy

In pushing a preparation of this nature, best results will always be obtained by running ads in a series, by pounding away on the same subject for several weeks.

The setting of this ad is effective, because the heading is prominent and pertinent, because the body matter is made more readable by the white margin, and because the engraved signature gives the ad a touch of individuality.

A PLEASING PAGE.

E. J. Ward, Ellisville, Miss., sends copy of a special edition of his local paper in which he has a full page ad. The ad is embellished by two half-tone views of the interior of the store, and is attractively gotten up.

Mr. Ward also receives about a half page additional advertising in a write-up in the body of the paper, the latter feature being also illustrated by several cuts.

The special issue of the newspaper is an unusually creditable one for a town the size of Ellisville and displays enterprise on every page. Mr. Ward's advertising is notable for the reason that it dominates the paper. It is unusual to find a druggist outdoing the advertising of the general and dry goods stores, but in this issue no other advertiser uses more than half the amount of space.

SHOWS AGGRESSIVENESS.

EDITOR BUSINESS BUILDING:

The inclosed finishes the 1902 campaign and business shows a very satisfactory increase. How is this "truck?"

W. J. BOULET.

Green Bay, Wis.

The "truck" consisted of a large tagboard sheet bearing a holiday ad, a smaller folder of the same material, a greeting that went with a calendar, and a six-page prescription folder. I judge that all of this circular advertising was done in a period of about one month, which shows a tendency to keep after people pretty persistently. Mr. Boulet seems to believe that there is merit in getting out advertising in odd or unusual forms, as most of his circulars show an effort in this direction. It is easy to overdo this. Attractiveness pays, but it is doubtful if oddity is of much value. The essential thing is to put just what you have to say before people in such a way that they will read it. Attractiveness, good paper and printing is more likely to attain this end than oddity.

Aggressiveness and persistency are more essential, however, and no one who keeps up a campaign such as is waged by this advertiser is going to fail of results.

The introductory page of Mr. Boulet's prescription folder is as follows:

Taking Your Own Medicine.

A physician said to me the other day, "You put up a prescription as if you were going to take it yourself." I don't think there could be a higher compliment than that.

Getting a prescription filled is a mighty important thing. When one of your family is sick you get the best physician you know of.

It is not enough for you that he has a handsome diploma with an expensive frame around it. He must be in your opinion the best physician within reach.

The doctor writes the prescription. That's only half the battle. If it isn't properly put up, if the druggist doesn't put in just what the doctor ordered and just as he ordered it, you might just as well have called in a blacksmith.

If you get it at Boulet's it's good.

A STORE PAPER.

Lutz & Rodemeyer, Hazelwood, Pa., send copy of their drug bulletin: It is pleasing in appearance, and the matter is seasonable. The general make-up of the paper is about what such a publication should be, though the present edition, the first page of which wears a holiday air, is not followed by a very suitable presentation of the various lines suitable for holiday giving. These things should, I think, have been grouped together so as to convey a better idea of the assortment carried. The other goods, seasonable but not of a holiday character, could then have followed. While the holiday goods mentioned were staples, it would still have been advisable to have devoted a couple of pages to them.

Parrots as Advertisers.

A London instructor of parrots, says the Boston Journal, makes a specialty of training them to be advertisers. They are taught so that whenever they see any one enter a shop they say, "Have you tried So-and-So's Milk Porridge?" or "Hair Restorer?" or whatever the commodity is.

The parrot's cage, bearing a label advertising the patent commodity, stands on the shop counter and the bird "puffs" the article all day long, for he has been purposely taught nothing else.

Some of the mammoth food manufacturing firms have bought several of these advertising parrots, and lend them out to the shops that puff their particular specialty.

What Means Should be Taken to Advertise, Build up and Conduct a Department of Urinalysis in the Drug Store? Answers to this question in the form of essays are invited from Subscribers to the American Druggist. Whoever submits the most satisfactory answer before February 20, 1903, will receive a prize of \$10.

RHODE ISLAND PHARMACISTS.

Annual Meeting of the State Association—New Medical Bill Up for Discussion—Affairs of the New College—Dr. Brundage, of Brooklyn, N. Y., Elected an Honorary Member.

The individuality of the little State of Rhode Island is shown in many ways, but the way that appeals particularly to pharmacists lies in the fact that the organized pharmacists in this State select January as the month in which to hold their annual convention. The twenty-ninth annual meeting of the Rhode Island Pharmaceutical Association was held at Providence on January 14, with a gratifyingly large attendance of officers and members. The business meeting was called to order by President Alexander W. Fenner, who opened the routine business by calling for the reports of officers. The report of Treasurer Albert Fenner showed receipts for the past year of \$700.95; expenses, \$457.44; balance, \$243.51. Charles H. Daggett, secretary, reported verbally, announcing a net gain in the membership during the year of five; loss by death, one. The Committee on Legislation reported through James O'Hare, chairman. Mr. O'Hare reported that the committee was preparing an amendment to the medical bill, seeking a clearer interpretation of the law as applied to pharmacists. He also reported that the committee had rendered material aid in defeating the bill against the storage of explosives used in pharmacy and were also working for the passage of the "pharmacy law."

This report brought out a long and animated discussion as to the way in which the present medical bill affects the druggists. As it is now, it was stated, if a druggist recommends a preparation which he may have in his stock for any specific purpose he is liable to prosecution. This was illustrated by the statement that if a customer called upon a druggist and asked for something for digestion the druggist could not, it was claimed, tell the customer what to take nor in what doses to take it, according to the provision of the medical bill which the committee proposes an amendment to. It was further stated that one member was at present being prosecuted by the authorities for this very violation of the medicine statute and was now awaiting the action of the grand jury.

After a number of the members had given their experiences with this matter it was voted that the committee's action be indorsed and that counsel be employed to defend any member of the association who might be arrested under this law. Attention was also called to the fact that the proposed amendment would be introduced in a few days and that in all probability it would be referred for public hearings. The members were urged to watch for this and to attend the hearings and express themselves on the subject.

The Committee on the Progress of Pharmacy reported through John E. Groff, who presented an interesting and instructive review of recent work in pharmacy.

Mr. O'Hare reported for the Committee on College of Pharmacy that the college was established in a manner that far exceeded the expectations of the most sanguine friends of the project and has at present over 80 students on its rolls. On his motion Dr. Albert H. Brundage, of Brooklyn, N. Y., who is a member of the faculty of the college, was elected an honorary member of the association. Mr. O'Hare called attention to the fact that the Governor should be called upon some time this month to name the State Board of Pharmacy. Mr. O'Hare spoke of a conversation with Governor Garvin concerning this matter and at the suggestion of that official he hoped the association would appoint a committee of three to prepare a list of 20 names, to include the members of the present board, to be presented the Governor to assist him in the selection of that board. The association adopted this suggestion and the president appointed James O'Hare, B. A. Rounds and Enoch W. Vars as that committee.

An article published in a medical journal concerning the drug trade of Rhode Island was read by the secretary, concerning "counter prescribing" and also asking the question as to who should retain the physician's prescription, the druggist or the customer. Mr. Mason, chairman of the State Board of Pharmacy, stated in reply that the author of the article evidently was unaware of the fact that the laws were mandatory upon the pharmacist to retain the prescription, as it is the only safeguard for the druggist in case any question should arise as to the compounding of the same.

The following were also appointed a Nominating Committee to choose officers for the coming year: S. Winfield Himes, Frank A. Jackson, James N. Fenner, and the following officers, named

by this committee, were unanimously elected. Mr. Fenner, the president, emphatically declining the re-election which was tendered him: President, Gilbert R. Parker; vice-presidents, Charles A. Gladding, S. Winfield Himes, A. E. Collins, James T. Wright, William H. Buffington; secretary, Charles H. Daggett; treasurer, Albert Fenner; Executive Committee, H. O. Pearce, Enoch W. Vars, A. J. Johnson, Jr.

The annual dinner was served in the evening and was attended by the members, with their wives, daughters and lady friends, and a delightful season of feasting and jollity was enjoyed by those present.

Previous to the annual meeting of the afternoon a meeting of the corporation of the Rhode Island College of Pharmacy was held, President O'Hare presiding.

Matters of routine business came before this meeting, the most important of which was the report of the treasurer, William O. Blanding, which set forth the financial condition of the corporation and showed an excellent financial state and a balance of \$1,211.07 in the treasury, after paying all bills. Subscriptions of \$940 were also reported by the treasurer.

PHARMACIST HELD FOR A PHYSICIAN'S ERROR.

Curious Application of the Law in France.

The French laws concerning prescriptions calling for poisons are subjected to severe criticisms by Paul Bogelot in the *Union Pharmaceutique* for November, 1902. The author cites the decision of the court of Toulouse, handed down on May 17, 1902, in the case of a physician who prescribed suppositories containing morphine for a woman suffering from an abscess of the rectum, and who made a mistake in the dosage, writing 10 centigrammes for each of the suppositories instead of 2 centigrammes. His prescription called for two suppositories of this kind and was not dated, nor were the doses indicated by writing the numbers out in full. The fault of the physician lay in this omission, according to the French law. It happened that the first suppository gave considerable relief and the patient was impelled to use the other, the pharmacist being called upon later to furnish a third suppository, which he did without asking for a new prescription. After the second suppository had been applied symptoms of morphine poisoning set in. A second physician was called and the first doctor admitted the mistake in dosage to his colleague. The patient was vigorously treated and improved considerably, but just as she was about free from symptoms she collapsed and died.

The physician and the pharmacist were prosecuted through the enterprising activity of lawyers, the charge being homicide through imprudence, the physician being accused of his error and the pharmacist of having dispensed the suppository without having observed that the dose was excessive. In the opinion of an expert the death of the patient was due to morphine poisoning, but he could not prove his contention. A second expert attributed the patient's death to an entirely different cause. In the presence of this conflict of opinion the prisoners were acquitted. The pharmacist was also acquitted on the charge specified, the dose not being really abnormally excessive; but, and here is the point, the pharmacist was held on the following charges: (1) For having dispensed a prescription calling for a poisonous substance on which there was no date, and where the doses were not spelled out in writing, but given in numerals; (2) for having dispensed a third suppository when only two were ordered.

The position of the pharmacist under the French law is not a fair one, for the physician is not prosecuted for failing to write prescriptions as the law requires, while the pharmacist is held liable for dispensing them when not written properly. If he observes the law and refuses to dispense the prescription he is apt to lose his customer and to win the enmity of the physician. According to a decision of the court of Paris in 1883 a prescription calling for an opiate should not be repeated unless a new prescription is given by the physician. This is a law that is really impossible to abide with in practice, either by pharmacists or by physicians.

A Chance for Some One.

If you need \$10 there is a chance to get it by telling the editor, and incidentally the readers, of the *AMERICAN DRUGGIST* "What means should be taken to advertise, build up and conduct a department of uranalysis in the drug store?"—*Western Drug Record*.

DRUG SECTION, N. Y. BOARD OF TRADE.

Drug Importers Report on Market Position of Staple Drugs—The Phenomenal Advance in Japanese Peppermint Products—Importers of Menthol on the Anxious Seat—The Essential Oil Market—The Demand for So-called Commercial Oils—Election of Officers.

The annual meeting and election of officers of the Drug Trade Section of the New York Board of Trade and Transportation was held at the Drug Club, 100 William street, on Thursday, January 15, Jesse L. Hopkins, the chairman of the section, presiding. The business meeting proper was preceded by an enjoyable luncheon.

Reports were received from all of the committees, one of the most interesting being that of the Committee of Importers of Drugs and Chemicals, submitted by the chairman, John H. Stallman. He called attention to some special features in the importing drug business during the past year, disclosing some facts about trouble experienced with customs officials at this port. He said in part:

THE ADVANCE IN MENTHOL.

"Probably the most important feature was the phenomenal advance in the Japanese peppermint products, which nearly trebled in price in consequence of the failure of the crop in Japan, menthol having advanced from about 9s. to 26s., the present approximate value, with very little offering. The dementholized oil, which is mostly sold in Europe, sold early in the year at about 3s. 6d., is now held at 11s., and the supply is very small. This failure of the crop in Japan was coincident with a small crop in this country, the causes in both being the same—viz.: excessive wet weather. The scarcity of the above products will probably be felt more in the succeeding months when old stocks become exhausted.

"The importers of menthol have been rather on the anxious seat in regard to entering their importations at the custom house, the article paying a duty of 25 per cent. ad valorem; and most of the purchases having been made in Japan at about 15 shillings per pound for future delivery, the price constantly advancing, the question came up every time on what valuation to enter the goods. For weeks at a time no quotations were made in Japan, and no spot goods offering at all, no actual market value at the time of shipment could be established. The importers had the alternative of entering their goods at an extreme valuation or run the risk of having a penalty to pay. Thus the duty was sometimes paid on a valuation of 26s., while the actual cost was only about 15s. Other importers and myself appealed to the appraisers to come to some understanding about what the proper valuation should be, but we could get absolutely no satisfaction. The result was that some of the importers were actually fined. If the goods had been entered at the actual invoice value the Government could, in some cases, have confiscated the entire shipment. All such trouble could be avoided by specific duties, to which I have before called attention. It would, no doubt, be greatly to the advantage of the importers and would minimize frauds to a great extent if the laws in this and many other respects could be amended. A tariff revision, however, seems to be out of the question for some years to come. The time will come, nevertheless, for an active agitation of this subject."

THE TRADE IN ESSENTIAL OILS.

Carl Brucker, chairman of the Committee of Importers of Essential Oils, said in his report:

"Imports as well as exports of essential oils during the past year continued proportionately equal in volume as compared with previous years, taking into consideration the growth of manufacturing firms and general industrial development. It can safely be said that importations of all kinds of essential oils are materially greater to-day than at any time in the history of this particular industry. Essential oils have, with few exceptions, materially advanced in value and producers are now sanguine of realizing commensurate return for their labors.

"As to the production, owing to climatic conditions the yield of raw material, such as leaves, rinds, herbs, roots, etc., was materially less than in previous seasons.

"Notwithstanding this, viewing the situation as a whole, your committee can confidently predict a profit taking period, during which not only distributors of essential oils, but also allied drug trades will surely be able to participate. This condition would be an assured fact were it not for the constant

demand for so-called commercial oils, which in many instances represent adulterations. For certain kinds of manufactures absolutely pure goods can readily be substituted by inferior grades, for it must be remembered that essential oils are employed in countless ways; but for medicinal purposes we can recommend that only the best and purest should be employed.

"An important factor in the essential oil trade is the exportation of domestic oils. At no period have distillers been so active as at the present time, not only in the United States, but throughout the Western hemisphere. Values have increased to such an extent that immense tracts of land are being cultivated for the production of essential oils. The domestic products find a ready market."

ELECTION OF OFFICERS.

On the recommendation of the Nominating Committee the following officers were elected for the ensuing year: Chairman, Albert Plaut, of Lehn & Fink; vice-chairman, Thos. P. Cook, New York Quinine & Chemical Works, Limited; treasurer, Wm. A. Hamman, Roessler & Hasslacher Chemical Company; director in the Board of Trade and Transportation, Albert Plaut; secretary, Wm. F. McConnell; Executive Committee: Jesse L. Hopkins, J. L. Hopkins & Co.; E. W. Fitch, Parke, Davis & Co.; W. S. Gray, Wood Products Company; John Anderson, Chas. Pfizer & Co.; C. J. Littell, R. W. Robinson & Co.

The committee regretted the necessity for nominating a successor to W. D. Faris as treasurer of the section, that gentleman having declined re-election because of his retirement from business. In this connection the committee submitted a resolution of thanks to Mr. Faris for his long service to the organization, which was adopted.

OTHER REPORTS

Reports were also submitted at the meeting by the following: Col. E. W. Fitch, for the Executive Committee; John M. Peters, Legislative Committee; Thomas P. Cook, Membership Committee, and Dr. W. J. Schieffelin on conferences held with the Mayor and the Municipal Explosives Commission on the regulations to govern the sale and storage of combustibles within the city limits. H. B. Harding spoke about the Lovering Drawback bill, now pending in Congress, and urged its passage. This measure, also the Joy bill, which provides for a reduction in the internal revenue tax on alcohol to 70 cents a proof gallon, were indorsed by the section. The meeting then adjourned.

Improved Status of Pharmacists in the Public Health and Marine Hospital Service.

The salaries of pharmacists in the Public Health and Marine Hospital Service of the United States Government have been raised, as follows:

Pharmacists of the first class now receive \$1,000 per annum; pharmacists of the second class, \$800; pharmacists of the third class, \$700, and after five years' service an additional compensation of 10 per cent. on the annual salary for each five years' service is allowed pharmacists above the class of pharmacists of the third class, but the maximum rate in no case is allowed to exceed 40 per cent. They are also allowed an increase of \$10 per month subsistence when the same is not furnished.

Manufacturing Perfumers to Meet.

The ninth annual meeting of the Manufacturing Perfumers' Association of the United States will be held at the Down Town Club, 60 Pine street, on next Thursday and Friday, February 5 and 6. The members have been invited to bring their wives and daughters, for whose entertainment special arrangements have been made, and it is expected that a large delegation will be present, and that the guests of members will find their visit so enjoyable that the popularity of this innovation will be assured. A feature of the convention which was inaugurated in 1902 is an entertainment for the amusement of delegates and their guests. This last year took on the form of a dinner and a vaudeville entertainment following. It was greatly enjoyed and added much to the pleasure of those who attended the convention. This year the Committee on Entertainment has a different programme in mind, which it is thought will be fully as much, if not more appreciated. As one item in the programme 200 seats have been engaged for the members at Daly's Theatre for February 6.

Mr. and Mrs. J. W. Gayle celebrated the fifteenth anniversary of their marriage at their home in Frankfort, Ky., on January 22. Mr. Gayle is widely and favorably known in the drug trade, having rendered much service to his fellows in organization work.

NEW OHIO POISON LAW.

Provisions of the Law Criticised—Change in the Character of the Labels—The Name of the Seller Not a Requisite Part of the Label—Druggists' Responsibility Added To.

Cincinnati, January 21.—The new Ohio State poison law went into effect January 1, and druggists generally have commented on the fact that changes of a radical character have been made. The old laws known as the arsenic law, the morphine law and the poison label law, have been repealed. Some unfavorable comment has been aroused over the matter of labeling, and many contend that the present procedure is a step backward. The familiar red label, the skull and cross bones, and the staring word, caution, have given place to a form in which the only warning is the simple word poison, and the packages of poison may be legally sent out bearing a black label and without other safeguards. It is also contended that a mistake has been made by the framers of the new law in not requiring the identifying of the seller of a poison through his name and address printed on the label, and one which may in cases of criminal poisoning defeat justice or work injustice to an innocent party. Most of the changes made add greatly to the druggist's responsibility. The new law reads as follows:

THE TEXT OF THE LAW.

Section 1. It shall be unlawful for any person to knowingly sell or deliver to any minor under sixteen years of age, except upon the written order of an adult, or to sell or deliver to any person, any of the following described substances, or any poisonous compound, poisonous combination or poisonous preparations thereof, to wit: The compounds and salts of antimony, arsenic, chromium, copper, lead, mercury, zinc, the concentrated mineral acids, oxalic and hydrocyanic acids and their salts, yellow phosphorus, carbolic acid, the essential oils of almonds, pennyroyal, tansy and savin, croton oil, creosote, chloroform, chloral hydrate, cantharides, or any aconite, belladonna, bitter almonds, colchicum, cotton root, cocculus indicus, conium, cannabis indica, digitalis, hyoscyamus, ignatia, lobelia, nux vomica, opium, physostigma, physolacca, strophanthus, stramonium, veratrum viride, or any of the poisonous principles derived from the foregoing, or any other poisonous alkaloids or other salts, or any other virulent poison except in the manner following:

It shall first be learned by due inquiry that the person to whom delivery is made is aware of the poisonous character of the substance, and that it is desired for a lawful purpose, and the box, bottle or other package shall be plainly labeled with the name of the substance, the word "poison," and the names of two or more substances which may be used as antidotes. And before delivery shall be made of any of the foregoing substances there shall be recorded in a book kept for that purpose the name of the article, the quantity delivered, the purpose for which it is alleged to be used, the date of delivery, the name and address of the purchaser, and the name of the dispenser, which book shall be preserved for at least five years, and shall at all times be open to inspection by the proper officers of the law.

Sec. 2. The provisions of Section 1 of this act shall not apply to articles dispensed to or upon the order or prescription of persons believed by the dispenser to be lawfully authorized practitioners of medicine or dentistry and the record of sale and delivery above mentioned shall not be required of manufacturers and wholesalers who shall sell any of the foregoing substances at wholesale, but the box, bottle or other package containing such substance when sold at wholesale shall be properly labeled with the name of the substance, the word "poison," and the name and address of the manufacturer or wholesaler; nor shall it be necessary to place a poison label upon nor to record the delivery of sulfid or antimony, or the oxide or carbonate of zinc, or of colors ground in oil and intended for use as paints; or calomel, paregoric, or other preparations of opium containing less than two grains of opium to the fluid ounce; nor in the case of preparations containing any of the substances named in section 1 of this act when a single box, bottle or other package, or when the bulk of one-half fluid ounce or the weight of one-half avoirdupois ounce does not contain more than an adult medicinal dose of such poisonous substance; nor in case of preparations recommended in good faith for diarrhoea and cholera, when each bottle or package is accompanied by specific directions for use and a caution against habitual use; nor in the case of liniments and ointments when plainly labeled "for external use only." Nor in the case of preparations put up and sold in the form of pills, tablets or lozenges and intended for internal use, where the dose recommended does not contain more than one-fourth of an adult medicinal dose of such poisonous substance.

Sec. 3. It shall be unlawful for any person to dispense, sell or deliver to any person any salts of cocaine, morphine, or its salts, or any of the alkaloids or salts of alkaloids of opium, except upon the written prescription of a legally qualified physician or dentist, such prescription not to be refilled except upon the written order of the person prescribing the same; except, however, that sulphate of morphine may be sold by a registered pharmacist or assistant pharmacist in original packages containing not less than one-eighth ounce when registered in accordance with the provisions of section 1 of this act.

Sec. 4. The penalty for the violation of any of the provisions of any section of this act shall not be less than ten dollars nor more than fifty dollars for each separate offense.

Sec. 5. Section 4238-27, section 4234-54 and section 6957, Revised Statutes of the State of Ohio, are hereby repealed.

Sec. 6. This act shall take effect and be in force from and after the first day of January, A. D. 1903..

SUBSTITUTION CONDEMNED.

The New York College of Pharmacy Formally Condemns the Practice of Substitution—The Chemistry of Paints Discussed—Nominating Committee Appointed.

The January meeting of the College of Pharmacy of the City of New York was an unusually successful one, a large number of members and alumni being present. The meeting, which took place in the main hall of the college on Tuesday evening, January 20, was called to order by Secretary Main and by unanimous consent the former president, Ewan McIntyre, was elected chairman, the president of the college, Professor Chandler, being unavoidably absent.

Under the present constitution and by-laws the president is required to appoint annually a committee on nominations and President Chandler submitted in writing the names of the following as a committee for the current year: Ewan McIntyre, William H. Ebbitt, Albert Plaut, Gustavus Balser, Charles S. Erb, Samuel W. Fairchild and Oscar Goldmann.

The minutes of the last meeting and the transactions of the Board of Trustees during the interval since the last meeting were read and adopted.

RESOLUTIONS CONDEMNING SUBSTITUTION.

Dr. H. H. Rusby, dean of the faculty, submitted a series of resolutions condemning substitution. In introducing these resolutions Dr. Rusby called attention to the sensational articles which recently appeared in the daily papers, the publication of which were calculated to alarm the public and injure the pharmacist. With a view to reassuring the public, he thought it advisable for the members of the college to put themselves on record in an authoritative way as discountenancing substitution of any kind. The resolutions, which were adopted, read as follows:

Whereas, The substitution of one article when another is called for, or of an article of one brand when another is ordered, involves an act of deception and an abuse of the confidence of physician or patient, and an act of injustice toward the manufacturer of an article so specified; and

Whereas, The general commission of such acts is destructive of those mutual relations of confidence between manufacturer, pharmacist, physician and patient upon which the highest success of medical practice depends; and

Whereas, Such practices appear to be increasing at the present time, and threatening serious professional and commercial difficulties; therefore, it is

Resolved, That the College of Pharmacy of the City of New York publicly condemns all acts of substitution, whether in prescription work or in ordinary trade; that it declares such practices to be violations of just dealing, opposed to the principles of professional ethics and subversive to good morals; and it is further

Resolved, That we exert our utmost influence, both as individuals and as an institution, to discourage such practices and to promote professional and commercial confidence.

THE CHEMISTRY OF PAINTS

Dr. Maximilian Toch presented an address on the Chemistry of Some Well-Known Paints, illustrating the lecture with numerous specimens. A report of the lecture appears elsewhere in this issue. At the conclusion of his lecture the college adopted a rising vote of thanks to Dr. Toch.

After the adjournment of the meeting a collation was served in the library, during which brief addresses were made by Dr. William Jay Schieffelin, vice-president of the college; Prof. Virgil Coblenz and the former president, Ewan McIntyre. A notable feature of the meeting was the presence of a number of ladies and of alumni.

The Maine Commissioners of Pharmacy.

The annual report of the Pharmacy Commission of Maine has just been issued. During the year six examinations were held, 61 persons were examined and certificates were granted to 27. The sum of \$520 was received in fees from candidates examined and \$521.50 from registration fees from druggists. There is a balance on hand of \$564.82.

The commissioners say: "During the year there have been brought to the attention of the board 14 cases of violation of the pharmacy law. These cases were all in the cities of Portland, Brewer, Saco, Biddeford and Hallowell. Prompt notice

has been taken in each case and we have insisted upon the law being complied with. No arrests have been made. Two of the parties complained of have gone out of the business and the others are now employing registered persons. At this time we know of no drug store in the State which has not a registered apothecary in charge of it.

"Unless we have some unusual demand upon this fund during the next six months, we expect to be able to make the registration fee next year 50 cents for each registered apothecary and 25 cents for each qualified assistant."

FOR A DRUGGISTS' CREDIT BUREAU.

Wholesalers to Exchange Information About State of Customers' Accounts—Details of the Proposed Plan.

A credit association movement is the latest thing in the local drug trade. Representatives of prominent wholesale drug houses of this city met in the rooms of the New York Board of Trade and Transportation last week to consider a system of credit co-operation, or an interchange of credit information, for the drug trade, the idea being to establish among local drug houses a system similar to that already in successful operation in other lines of trade, notably among the clothiers. Marcus M. Marks, president of the Clothiers' Association of New York, was present at the meeting and fully explained the workings of the system established by his organization. After a prolonged discussion, in which the necessity of such a credit system was pointed out, a committee was named to draft a tentative plan and to have this printed and circulated among members of the trade for consideration and for suggestions, and another meeting will be held at an early date. This committee consists of F. B. Marsh, of the Theo. Ricksecker Company; M. W. Lauer, of Magnus & Lauer; A. M. Alexander, of Bauer & Black; J. L. Snowden, of Elmer & Amend, and F. Huhn.

From Mr. Marks' explanation of the clothiers' credit system, and from the remarks of those present at the meeting and who are taking a leading part in this movement, it appears that the scheme contemplated by the druggists is different from the commercial agencies and also from the Credit Men's Association. The latter has for one of its objects the prosecution of dishonest debtors; the commercial agency employs its representatives, who find out as much as they can about a man's financial affairs and then give their opinion as to his responsibility. But it is claimed that these agencies oftentimes have very few definite facts upon which to base their conclusions.

According to those present at the meeting last week the wholesale druggists' plan will be to prevent men from failing by preventing them from going beyond their possibilities of payment. It is also proposed to substitute definite facts for mere opinions of a commercial agency. To the headquarters of the contemplated system there will be submitted actual figures of men's accounts, showing just what they have done in both purchases and payments.

The plan outlined to the druggists by Mr. Marks is simple in its method of operation. When a customer applies to a member of the Clothiers' Association, for instance, and the member wishes more information before allowing credit he signifies in writing the name of the customer about whom he desires information, and this name is sent to the actuary of the association, who then prepares a blank with the name of the customer stated thereon and these blanks are sent to members. The latter are required to fill them out for the information of the actuary, the information called for being on these points: "Amount of loans or indorsements by member, or any one of his firm, due or not due," "Amount unpaid on transactions previous to last season," "Amount unpaid on last season's transactions," "Amount of this season's purchases, including all orders unfilled or refused, excepting first orders," "Amount of cash payments on this season's purchases," etc. When all the members have been called upon for such information the blanks are returned to the actuary, who compiles them for the entire city and sends the report to the member requesting the information. The number of firms with whom a man does business is specified and the total amount of his transactions in the city is given. If the member then considers it expedient to refuse the customer further credit he must notify the association at once and the other members are thereupon informed of his refusal.

This plan has so far been adopted by the fur trade and by the paint, oil and varnish trade, and will probably be adopted

by the drug trade, with perhaps some modifications or new features to meet conditions peculiar to that trade.

N. A. R. D. NOTES.

The Dr. Miles Medical Co. Adopt the Direct Contract and Serial Numbering System.

CHICAGO, ILL., January 16, 1903.

The following letter has just been issued from the National Secretary's office:

To the Members of the Affiliated Associations: It gives me great pleasure to announce that the efforts of your executive officers to secure the adoption of the direct contract and serial numbering system for marketing proprietaries, which was indorsed by the Cleveland Convention, have begun to bear fruit, and that on January 19 the Dr. Miles Medical Company, of Elkhart, Ind., a consistent friend of the retail drug trade and of the N. A. R. D., will put the plan into operation as to the goods of their manufacture, and will, with the assistance of the legitimate drug trade, endeavor to eliminate price cutting on their remedies.

There is no doubt this system will work successfully if it receives the hearty support of the drug trade. We feel certain that every possible assistance will be given this proprietary firm in the great work they are thus inaugurating, and we have promised the Dr. Miles Medical Company the active co-operation of every organization affiliated with the national body.

The committee directs me to urge that a meeting of your association be promptly called and that resolutions be passed pledging your unqualified support, both as an organization and as individuals, to this the first member of the proprietary trade we have found that is willing to take the initiative in the serious and expensive work recommended by the N. A. R. D. on behalf of the retail drug trade.

It is of the most vital importance, for reasons which are made plain in the documents accompanying this letter, that the retailer's contract be signed *at once* and returned at once, and that a personal canvass with this end in view be made of the entire drug trade of your locality.

It should be thoroughly understood that the success met with by the Dr. Miles Remedy Company will induce other proprietors to adopt the same plan, and will finally result in the abolition of destructive price cutting on advertised proprietaries. It should be just as thoroughly understood, however, that if the firm in question should fail to market their goods successfully on this plan, this failure would undoubtedly be construed as an indication that the retail druggists of the country are not disposed to back up the plan which they themselves declared in favor of at their last convention. How such a situation as that might affect the ruinous price demoralization which exists already it is difficult to fore-shadow.

The opportunity is now yours, and we urge upon you to take advantage of it and work energetically for the success of the efforts which the N. A. R. D. is putting forth on your behalf. Sign the contract and return it. Do it at once and see that your fellow druggists do likewise. Fraternally yours,

THOS. V. WOOTEN, Secretary.

DAVENPORT DRUGGISTS WANT THE DIRECT CONTRACT.

The retail druggists of Davenport, Ia., want the direct contract, with its serial numbering safeguard, and have not been backward about letting their wants be known. The address printed below was drafted by the local association and forwarded to a large number of proprietary manufacturers, among them Peruna Drug Mfg. Company, Lydia E. Pinkham Medicine Company, C. I. Hood & Co., Dr. Kilmer & Co., Lambert Pharmacal Company, Miles Medical Company, Centaur Company, California Fig Syrup Company, Scott & Bowne, J. C. Ayer & Co., Wells, Richardson & Co., World's Dispensary Medical Association, Chattanooga Medicine Company, Warner's Safe Cure Company, Donald Kennedy, H. E. Bucklen & Co., Chamberlain Medicine Company, Carter's Smartweed Company, Potter Drug & Chemical Company, Radway & Co., Dr. D. Jayne & Son and Hance Bros. & White.

Following is the address:

TO MANUFACTURERS AND PROPRIETORS OF PROPRIETARY MEDICINES—Gentlemen: Representing the retail drug trade of this city, we desire to express our hearty approval of the direct contract and serial numbering plan, as presented by the National Association at its Cleveland Convention last September. We believe that the harmony and good feeling which have always existed between the manufacturer and retailer can but be retained by a mutual understanding and an earnest

effort to work together in harmony. You no doubt realize that your success in the past has been largely due to the retail drug trade as the medium through which your preparations have reached the consumer. As officers of the Davenport Pharmaceutical Association we hope you may favorably consider and adopt the direct contract and serial numbering system, promising you that in the event of your so doing you will have our unqualified indorsement. Very respectfully yours,

J. E. DRISCOLL, President.

LOUIS P. CARSTENS, Secretary.

The National Executive Committee commends this action on the part of the Davenport retailers and advises other local associations to make their wants known in a similar manner. If convenient special meetings should be convened at once for this purpose.

HONEST PRICE MOVEMENT IN PHILADELPHIA.

The retail drug trade is a semi-public service utility, and the protection of the public against inferior or hazardous service lies in the payment of honest prices for that service. The public know this and do not object to a policy which deals fairly, not to say liberally, with their servants, the retail druggists. It is therefore but fair to the public to state that when druggists are poorly paid for the skillful work they do in dispensing drugs and supplying on call all the standard proprietaries, it is largely the fault of the druggists themselves. In Philadelphia the retailers are waking up to the fact that this is so and are conferring with each other with the view of taking the necessary steps, the druggist acting individually and for himself alone, to restore prices to an honest, public service basis.

The National Headquarters is advised that at a recent meeting of the Philadelphia Retail Druggists' Association this subject was one of the important topics under discussion. The meeting was perhaps the most important in years. The number in attendance was by far the largest in the history of the association. Out of 800 druggists in Philadelphia 550 are now enrolled in the association. Financially it is said to be flourishing and at this time has a balance of \$700 in the treasury.

An important feature of the meeting was the resolution to increase the dues for the coming year from \$2 to \$4. It was also suggested that the members deal only with salesmen holding a salesman's card issued by the association, and the matter was referred to the Executive Committee.

TO ORGANIZE NEW YORK.

Dr. Noel, general organizer, announces that he expects to start the work of organizing the retail druggists of New York City about February 15. Whenever Organizer Hoffman, who is to be the permanent organizer for that city, can complete his part of the work in Boston and leave the remainder of it for his assistants to take care of, he will proceed to New York, where Dr. Noel will meet him for the purpose of laying plans for the campaign there. A permanent office will be opened and the same efforts that have been so successful in other parts of the country will be applied there. As soon as the necessary foundations are laid General Organizer Noel will return to Chicago and will transfer all the other available men in the organization department to assist Dr. Hoffman in the New York work.

MEETING OF THE EXECUTIVE COMMITTEE.

The National Executive Committee will meet in Chicago Monday, January 26. It invites suggestions from the field. Any retailer who feels that the work of the N. A. R. D. can be improved and has ways and means in mind whereby the improvement can be brought about, will confer a favor on the committee by writing the secretary fully on the subject. The National Committee wants your ideas, brethren!

STATE BOARD OFFICIAL CO-OPERATES.

When a certain concern was under discipline for shipping goods to an aggressive cutter and the trade of the country were notified of this breach of faith, numerous communications were received at National Headquarters showing how thorough was the co-operation among the elements that stand for legitimate pharmacy throughout the country. The secretary of the Board of Pharmacy of a leading Middle Western State wrote as follows:

"The Executive Committee of our State association has forwarded to the (name of the concern under discipline appeared here) a most vigorous protest respecting their methods and a demand to know what they proposed to do. If it is necessary I will advise every druggist in the State to throw out their goods. Please keep me posted as to the result."

The result was, as is generally the case when the retailers become aroused, a quick and decisive victory for the N. A. R. D. cause.

HOW JOBBERS VIEW THE NEW N. A. R. D. DIRECT CONTRACT PLAN.

General Opposition Shown—Views of a Prominent New York Jobber—No Antagonism to N. A. R. D. Implied in Attitude—Flat Refusal to Sign the Contract—What the Jobber Objects To.

"Wholesale druggists of New York City will not sign the N. A. R. D. direct contract plan and serial numbering system in its present form. It is unfeasible and if agreed to by jobbers would impose upon them heavy additional expense and necessitate a radical change in their present business methods."

This statement was made to a representative of the *American Druggist* by one of the most prominent and influential drug jobbers of this city. On the assurance that neither his name nor that of his firm—which, by the way, is one of the largest in that line—would be published, he very frankly expressed his views on the subject, and these views may be accepted as reflecting the sentiment of other large wholesale concerns in the East. It was learned that a meeting of local jobbers was held in executive session at the Drug Club on Thursday, January 15, immediately after the annual meeting of the Drug Trade Section of the New York Board of Trade and Transportation. The serial numbering system was discussed and at the conclusion of the conference the general sentiment, while not antagonistic or unfriendly to the N. A. R. D. itself, was strongly opposed to the plan as it stands. Another meeting of jobbers was called for the latter part of last week, but the time of meeting was too late to permit details being obtained in time for this issue. However, from facts already known and from the positive and unqualified declaration of the authority referred to there can be no doubt whatever as to the attitude of jobbing drug interests here toward the plan in its present shape. It is more than likely that the N. A. R. D. will be informed of the refusal of New York City jobbers to sign and that a conference will be requested between a committee of that body and representatives of the N. W. D. A. for the purpose of devising a plan satisfactory to all concerned. As a matter of fact, inquiry in jobbing circles here last week brought out the information that some of the proprietors themselves have openly told jobbers that they would not adopt the plan as now proposed; and, furthermore, some local jobbing firms refused to sign the contract put out by one of the proprietors, who thereupon refused to sell these firms his goods.

WHAT THE JOBBER OBJECTS TO.

In the course of conversation with a reporter for this journal the jobber quoted at the beginning of this article said: "The jobbers of New York are not opposing this plan because they are unfriendly to the N. A. R. D.; they do not feel disposed to agree to a system which will unquestionably impose heavy burdens upon them, both in additional expense and in necessary changes in business methods. For instance, take a jobbing concern whose daily sales run up into the hundreds. Under the proposed system that house would have to engage a great many more clerks in the stock and other departments; every proprietary item or article in each sale would have to be recorded, the serial number taken, the party to whom it was sold recorded, etc. In short, the plan would plunge the jobber into a mass of detail, to say nothing of trouble and expense, and all this for what? The jobber won't get any better terms from the proprietor, but the latter expects him to do all this which is of direct benefit to the manufacturer. Where does the jobber come in? how is he to receive compensation corresponding, at least, to the additional expense put upon him? Why don't the proprietors arrange to bear this burden, and ferret out the cutters, instead of calling upon the jobbers? If the manufacturers will give us better terms or make some inducement or offer to offset our increased expense, it might be worth while considering the plan. But even so, I do not believe the scheme as it stands is practicable from a jobber's standpoint. We would always be running risks through mistakes by clerks, which are bound to occur."

"What changes in the plan as proposed would you suggest?" was asked.

"That," he replied, "is a matter which will have to be settled at a conference between wholesalers and representatives of the N. A. R. D."

CHICAGO JOBBERS OPPOSE DIRECT CONTRACT PLAN.

The Action of the Miles Medical Co. Precipitates Discussion—Out-of-Town Jobbers Join in Protest—Situation Yet in Doubt—N. Y. and Chicago Jobbers Alone Object.

(By telegraph from our regular correspondent.)

Chicago, January 23.—The action of the Miles Medical Company, of Elkhart, Ind., in adopting the direct contract plan of the N. A. R. D. is stirring up a great deal of discontent among the jobbers here. The wholesalers held a meeting behind closed doors at the Drug Club yesterday at noon, and from what can be learned they decided not to sign the agreement. One out of town jobber wired that he would not sign the agreement under any condition, and that he could not handle the business on a 10 per cent. margin.

Fuller & Fuller Company in an interview with your correspondent said that while they did not want any of the goods and had decided not to buy or sign at present they thought that the extra expense of bookkeeping involved in the new plan could be covered by 5 per cent. Morrisson, Plummer & Co. state that the heads of several departments have figured out that on a conservative estimate it would cost \$860 per year to handle this product, and that if the big Eastern manufacturers at Burlington, Lowell and Buffalo adopted the plan, which they no doubt will if it proves a success, there is no way of estimating the extra force which will have to be placed on the payrolls. Moreover for every error the jobber will be fined \$90.

JOBBERS DISINCLINED TO ADOPT THE PLAN.

Letters and telegrams between Eastern and Western jobbers have been passing all day, and so far as can be learned the signatures of the jobber to the plan are lacking. The jobbers practically admit the success of the plan, but object to the additional expense which it involves for them. Every jobber in this city with two exceptions sells and caters to the State street department stores, and if this plan meets with favor it would necessarily cut down their business. Naturally they are not receiving it with open arms.

A. H. Beardsley, secretary of the Miles Medical Company, was interviewed by 'phone, and claimed that the jobbers in all the cities outside New York and Chicago welcomed the plans; these did not do so, as it would do away with department store selling.

ADULTERATED PHENACETINE.

Health Board Finds Adulterated Phenacetine in Manhattan Stores—The First Step in a Campaign for Pure Drugs.

Dr. Lederle, the Commissioner of Health of the city of New York and the President of the Board of Health, has inaugurated a campaign against adulterated food and drugs, the first steps of which consisted in the collection of 373 samples of phenacetine from various drug stores in lower Manhattan and Brooklyn by inspectors and Health Board of the department. It is stated by the department that only 58 of the specimens consisted of pure phenacetine. According to the official report 267 of the adulterated samples consisted of mixtures of phenacetine and acetanilid, 2 were mixtures of phenacetine and sugar, 4 were mixtures of phenacetine and starch, 32 were pure acetanilid, 4 were mixtures of acetanilid and cane sugar, 1 was a mixture of acetanilid and milk sugar, 3 were mixtures of acetanilid and starch, 1 was antipyrin, and 1 was quinine sulphate.

The Health Commissioner takes occasion to publish in detail the information that the average price paid by the inspectors for 10-grain powders was 20 cents and that if pure phenacetine was sold at this price, an ounce costing \$1 is sold for \$3.20, which yields a profit of more than 200 per cent., and that "such a profit does not, however, appear to be sufficient. Acetanilid, costing about 2½ cents per ounce, is substituted and sold at the same price as pure phenacetine." An analysis of these figures shows a gross error somewhere.

The official report shows the following results:

	Packages.
Pure phenacetine.....	58
Phenacetine and acetanilid.....	267

Phenacetine and sugar.....	2
Phenacetine and starch.....	4
Pure acetanilid.....	32
Acetanilid and sugar.....	4
Phenacetine and milk sugar.....	1
Acetanilid and starch.....	3
Antipyrin.....	1
Quinine sulphate.....	1

Much curiosity is expressed throughout the drug trade as to the causes which induced the Health Department to take up this particular proprietary drug for examination. Dr. Joseph Deghuae, the chemist of the board, who made the examinations, explained to a reporter that "Dr. Lederle directed me to begin this investigation with phenacetine because every one uses this harmless drug nowadays—prescribes it for himself if he has a headache. We thought it well to let people know that they are in danger of buying, not a 'headache powder,' as phenacetine is commonly called, but acetanilid, which physicians say has a depressing effect on the heart and is therefore dangerous."

As a result of the examinations the Health Department has decided to add a section to the sanitary code giving the department power to prosecute without recourse to the general laws such offenders as may be found guilty of selling adulterated food and drugs.

In the course of newspaper interview on the subject the Health Commissioners have referred to the statement made by Prof. Virgil Coblentz, chairman of the New York Section of the Society of Chemical Industry, in his inaugural address some months since concerning the prevalence of adulteration in drugs which was published in the AMERICAN DRUGGIST at the time.

MANHATTAN PHARMACEUTICAL ASSOCIATION.

Members Approached on a Souvenir Book Scheme—Advertisers to Pay Expenses—Ruling on the Sale of Wines at the Soda Counter—Stirred Up by Phenacetine Crusade.

The regular monthly meeting of the Manhattan Pharmaceutical Association was held on January 19 in the New York College of Pharmacy, there being a fair attendance. In the absence of President C. S. Erb the second vice-president, C. H. White, called the meeting to order. After the minutes of the previous meeting had been read and approved President Erb arrived and Mr. White thereupon turned over the gavel to him. The treasurer reported as follows: Balance on hand last meeting, \$315.94; received in dues, \$110; disbursements, \$89.70; balance on hand, \$336.24.

President Erb announced the resignation of Felix Hirseman as chairman of the Legislative Committee and the appointment of A. C. Searles to that position. The Membership Committee reported favorably on the application of Luzon J. Finch, 169 Alexander avenue, and the secretary was authorized to cast one ballot electing Mr. Finch.

A communication was received from C. E. Keniston, a publisher of annual handbooks. Mr. Keniston was present at the meeting and was granted the privilege of the floor to explain the communication. He said that the book would be published containing advertising from which the association would receive \$5 per page; it would contain also a list of members, photographs, constitution and by-laws, and he offered to furnish 500 separate constitutions in small form. Mr. Searles offered a resolution empowering the president and secretary to enter into a contract with the party for the publishing of the book. Secretary Swann offered an amendment that the treasurer be included on the committee. It was then suggested that 50 per cent. of the earnings should go to the association. Mr. Kleinau moved as an amendment that the matter be referred to the Press Committee. Mr. Alpers opposed the idea on the ground that it was beneath the dignity of the association. Mr. Hirseman also spoke in opposition. Mr. Searles finally accepted Mr. Kleinau's amendment and the matter was turned over to the Press Committee.

RULING ON THE SALE OF WINES AT THE SODA COUNTER.

Secretary Swann said that he had written to Charles H. Treat, internal revenue collector for the second district of New York, as to the sales of coca wine and calisaya as a beverage. The matter had been referred to Internal Revenue Commissioner Yerkes at Washington, who passed upon the same by quoting the ruling of circular No. 636, as follows: "The only alcoholic medicinal compounds which can be sold without involving the seller in special tax liability under the

internal revenue laws of the United States as a liquor dealer are those which are sold for use as medicines only, and are never sold knowingly to those buying them as beverages." The secretary was instructed to embody the sense of this ruling in notices of the next meeting sent out to members of the association.

A communication from the German Apothecaries' Society, extending an invitation to members of the Manhattan to attend the annual ball of the former, was received and placed on file. Secretary Swann read an editorial from one of the New York daily papers libeling pharmacists on the phenacetine and acetanilid question. This precipitated a lively discussion in which Messrs. Alpers, Bakst, Hirseman, Kleinau, Searles and Tobin participated. No motion, however, was made and no action whatever was taken. President Erb said that the Board of Pharmacy had taken the matter up and he thought it advisable to leave it in their hands.

CHEMISTRY QUESTIONS IN BOARD EXAMINATIONS.

Mr. Searles, chairman of the special committee to whom the subject of chemistry in the board's examinations was referred, reported that by oversight the subject had not been presented to the board at the recent annual meeting in Albany, but would be at the meeting of the board at Utica in June. The chairman was instructed to send the resolutions adopted at the last meeting of the Manhattan Association on this subject to the president of the Board of Pharmacy and to request their consideration by that body.

The Special Committee on By-Laws had no report. The committee was discharged and the president is to appoint a new committee to report at the next meeting.

Mr. Tobin brought up the benzoin question and thought that the matter should receive further consideration on the part of the association. Mr. Hirseman said for the information of members that it was likely that a new license of \$5 would be granted to pharmacists to sell benzoin.

The meeting then adjourned at 10.45 p.m.

THE NEW BUILDING OF THE BROOKLYN COLLEGE OF PHARMACY.

To Be Formally Opened on January 29.

The formal opening of the new Brooklyn College of Pharmacy Building, at 265-271 Nostrand avenue, near Lafayette, will take place on Thursday, January 29. The college will be open to inspection from 3 to 6 and from 7 to 11 p.m., and invitations have been sent out inviting members, their friends and ladies to visit the new building at that time. In the evening there will be a reception by the Building Committee, officers and trustees of the college, and the ceremony of passing the keys from the architect to the Building Committee and then to the president of the college will take place. Refreshments, consisting of salads, ice cream and cake, coffee and cigars, will be served, and there will be addresses by a number of prominent men.

The plot on which the building is located is 75 x 100 and the college itself is 50 x 90 feet, three stories and basement. It is built of Samson brick, with Indiana stone trimmings and a stone portico. Ground was broken for the new structure early last summer. Particular care has been taken in the interior arrangement of the laboratories, lecture room, etc., so as to utilize all available space and at the same time meet all the requirements of a modern college of pharmacy. To the right of the main hall on the first floor is the clerk's room, light, airy and ample, and on the opposite side is the library. The rest of the first floor is taken up by the lecture room, which has a seating capacity of 135, or 200 if necessary. The room is 80 x 85 feet. The seats are arranged in theatre fashion, so that a full and unobstructed view of the lecture platform, blackboard and experiments can be had from any seat. Large reflecting Welsbach chandeliers furnish light when needed. The front part of the second floor is occupied by the chemical laboratory, which will accommodate 200 students at a time. In the rear, on the same floor, is the pharmaceutical laboratory, with accommodations for 170 students. A stock room is located between these two laboratories. On the top floor front is the pharmacognosy laboratory and to the rear the herbarium and two large quiz rooms. The stairways are large and the entire building is unusually well lighted, there being in all 77 windows. The basement contains a ladies' room, recreation room and hat and coat room. The building is heated by steam and the entire college represents an outlay of some \$50,000.

The Building Committee consists of William Muir, chairman; Frederic P. Tuthill, secretary; Thomas J. France, Adrian Paradis, Edward G. Rave and Peter W. Ray.

KINGS COUNTY PHARMACEUTICAL ASSOCIATION.

A Physician Speaks of the Mistakes of Pharmacists Before Pharmacists—As to Chemistry in the State Board Examinations and the Standard Generally—Significant Statement by a Member of the Board—Attempt to Procure Exemptions from Taxation of Brooklyn College of Pharmacy.

Only routine business was transacted at the monthly meeting of the Kings County Pharmaceutical Society on Tuesday, January 13, the last meeting to be held in the old College of Pharmacy building. President Oscar C. Kleine was in the chair and Secretary Tuthill recorded. A feature of the meeting was the reading of a paper by Dr. John Ketterle on experiences with pharmacists, calling attention to mistakes that have at times occurred, etc. Treasurer Ray reported a total balance in the society treasury of \$5,277.79 and a college balance of \$1,581.88. Two new members were elected—namely: Alexander Braunstein, of 296 Bushwick avenue, and Aag Hansen, of 1517 Fifty-eighth street. Official notice was taken of the death of James King, Jr., a prominent pharmacist of Richmond Hill, L. I.

A communication from the Manhattan Pharmaceutical Association was read. It requested the Kings County Society to co-operate in having the subject of chemistry reinstated in the State Board of Pharmacy examinations. The letter was read by William Muir, who said that inasmuch as the annual meeting of the Board had been held the only course for the society to pursue was to acknowledge the receipt of the communication. In speaking of the agitation over chemistry in the examinations, Mr. Muir said that some of those who had taken occasion to express criticism had been found to be not fully qualified to make such criticisms; he thought the matter should be left in the hands of the examiners. He cited instances showing that in some of the examinations the papers on pharmaceutical chemistry had proven too difficult for a large majority of students, since they failed to pass it.

The Building Committee reported that the new College of Pharmacy building was practically completed and would soon be ready for occupancy.

The Committee on Trade reported the action taken on the plan of sending out circulars to physicians calling their attention to a few formulas of seasonable preparations taken from the National Formulary. Communications were read from a number of physicians indorsing the scheme, a full account of which was given in the previous issue of the AMERICAN DRUGGIST.

The Committee on Legislation reported that a bill had been prepared for introduction in the State Legislature relieving the college from taxation. The bill had been submitted to Senator Elsborg, who informed the committee that in the form in which it was presented it would not pass. Senator Marshall also declared that the measure was too sweeping, since it exempted not only property now owned by the college, but also any future property it might acquire, as well as bequests. The committee said that the matter had therefore been turned over to the society's counsel, who will draft a suitable bill.

A Parke, Davis & Co. Branch at Memphis.

That it may afford a better and speedier service to its patrons, especially in the territory tributary to Memphis, Tenn., the house of Parke, Davis & Co. have established branch headquarters in that city, at 320-324 Main street. The new branch will be managed by Curtis W. Turner, who is well known to the trade. The Memphis branch will carry a large and perfectly assorted stock with a complete equipment of samples, circulars, leaflets and other literature. A cordial invitation is extended to drug men in general to call, when in Memphis, and make themselves at home, at 320-324 Main street.

The liquor problem in Maine is again being agitated because of changes of sheriffs in several counties. Augusta druggists were recently notified to stop all illegal business and there is likely to be a new order of things in Lewiston and Portland. In Vermont the druggists are said to be opposed to the proposed high license local option law, as it prohibits their selling liquor except on a physician's prescription.

Obituary.

OLON PALMER.

Solon Palmer, the well-known perfumer, died in this city on Monday morning, January 19, at the age of 80. Mr. Palmer was born at Alstead, N. H., on February 3, 1823. He received a common school education and began to teach in the country school at the age of 16. He moved to Ohio and took charge of a small country school for a year or so, then began to study medicine at Cincinnati at the age of 21. In 1847 he entered upon the manufacture of perfumes in Cincinnati, and in 1870 he moved to New York City and entered upon the manufacture of perfumes in a large way at 12 Platt street. Shortly afterward he moved to 374-376 Pearl street, where he continued in business up to the date of his death, devoting his entire time to the manufacture of perfumes and toilet soaps for the retail drug trade. Mr. Palmer was always loyal to the retail drug trade and as a consequence his goods were not found on the shelves of the department stores. He was a man of fine literary and artistic tastes, and through much reading had come to be well informed on a wide variety of topics. He was prominent in the affairs of the Universalist Church, to which he belonged, and took an active interest in charitable work through the various charitable organizations of which he was a member. Personally he was of a modest and retiring disposition and was not widely known among the trade, as he did not attend the various trade meetings. Mr. Palmer was, we believe, the first American to engage in the manufacture of perfumes on a commercial scale, and certainly at the time of his death was the oldest perfumer in the United States actively engaged in business. He was a man of untiring energy and close application, and devoted his personal attention to his business unremittingly until a short time prior to his death, when he was attacked by his fatal illness. He leaves a widow and two children, Edward Palmer and Mrs. George Coon.

On January 15 Henry Beates, sr., one of the oldest wholesale druggists in Philadelphia, died at his late residence, 1504 Walnut street, in his eighty-third year. Mr. Beates was born in Lancaster County and was educated in Lancaster, but moved to Philadelphia at an early age and entered the drug business. In the early '40s he became a partner in the firm of Beates & Miller, at Third and Branch streets. Afterward the firm became Beates, Miller & Lambert and removed to 509 Market street. Mr. Beates retired seven years ago.

On January 16 Malcolm R. Weightman, a grandson of William Weightman, of the firm of Powers & Weightman, and son of Dr. John Farr Weightman, now dead, died while visiting friends at Lakewood, N. J. Mr. Weightman, who was one of the heirs of the great wealth of his grandfather, was 27 years old and for several years had lived at Kingsbridge, N. Y. He had been ill for several months with Bright's disease. His wife and a son survive. His mother, Mrs. Martha T. R. Weightman, has been seriously ill since receiving the news of the death of her son.

PRESIDENT PAYNE'S TRIBUTE TO GEO. W. KENNEDY.

From Dr. Geo. F. Payne, of Atlanta, Ga., president of the American Pharmaceutical Association, we are in receipt of the following tribute to the memory of the late Geo. W. Kennedy, whose obituary was published in the AMERICAN DRUGGIST for January 12:

George W. Kennedy, secretary of the council of the American Pharmaceutical Association since its organization in 1880 and secretary of the Committee on Membership of the council, died unexpectedly of an attack of pneumonia, at his home in Pottsville, Pa., on December 22. Mr. Kennedy would have rounded out his sixtieth year of existence next February. Entering the drug business as a youth, he adhered to it faithfully and steadily, and used his best endeavors for its advancement and proper recognition in the esteem of the public. Ever ready to serve his country according to his own high standards and ideals, he enlisted in the early part of the war between the States in the service of the United States Government and served until the conclusion of hostilities. A portion of the time he served as hospital steward and had control of the medical supplies for his regiment. He won many successes and honors in his native city and was beloved by all who knew him. In his connection with the American Pharmaceutical Association and his splendid work as an officer of that body he became widely acquainted with the pharmacists throughout the United States. His 33 years of membership and his 22 years of service as secretary of the council and of its Committee on Membership gave him an acquaintance and friendship among the members of the American Pharmaceutical Association which was probably not surpassed by any other member. His genial spirit and wholesome good nature enlivened and encouraged all with whom he was thrown in

contact. His reports as secretary of the Committee on Membership would always note the departure of each member during the year who had passed to the great beyond. His loving words on these occasions always vibrated with such touching affection and appreciation for these absent members that the members were brought into closer touch and sympathy with each other on account of the loving thoughts and memories he could so well express, making the living feel a peculiar tenderness and appreciation, not only for the loved ones who had left them, but by a mysterious telepathy to understand the value of each other as never before. Such sincere, earnest and genial workers are a tremendous loss when taken from any field. Such a personality is precious to us all. We sorrow with his devoted and loving family in their grievous loss, a loss which is overwhelming and swallows up all other griefs. Such a man is not only a loss to his family, but to his community and to his country, and the pharmacists of the American continent condole with the afflicted family in the passing away of one who has done so much not only to advance his local surroundings, but in a wider and broader field to advance the best interests of his chosen profession. He was one of "God's noblemen" and has gone to receive his crown of glory so richly won.

GEORGE F. PAYNE,

President of the American Pharmaceutical Association.
Atlanta, Ga., January 15.

Other Deaths in the Drug Trade.

BROMFLECK.—In Williamsburg, N. Y., on Tuesday, December 23, Peter Bromfleck, in the sixty-sixth year of his age.

DE LA VEGA.—In Jersey City, N. J., on Wednesday, December 17, Joseph de la Vega, in the fifty-fourth year of his age.

KORFMANN.—In Astoria, L. I., on Sunday, December 21, Henry C. Korfmann, in the forty-fifth year of his age.

MCGILLIVRAY.—In Chelsea, Mass., on Tuesday, December 23, James S. McGillivray, in the fifty-eighth year of his age.

MOYER.—In Bloomsburg, Pa., on Saturday, December 13, William S. Moyer, in the fifty-seventh year of his age.

LITTLE.—In Philadelphia, Pa., on Tuesday, January 13, Arthur H. Little.

TINGLEY.—In Carbondale, Pa., on Wednesday, December 17, J. P. A. Tingley.

WISEMAN.—In Danville, Va., on Sunday, December 28, Dr. H. A. Wiseman.

BRYAN.—In Hot Springs, Ark., on Wednesday, January 14, Dr. David C. Bryan, of Indianapolis, Ind.

KING.—In Philadelphia, Pa., on Friday, January 2, William King, in the eightieth year of his age.

WENNER.—In Philadelphia, Pa., on Wednesday, January 7, Harvey E. Wenner, in the twenty-seventh year of his age.

GREENWOOD.—In Niagara Falls, N. Y., on Saturday, December 20, W. Walker Greenwood, of St. Catharines, Ont., in the fifty-third year of his age.

STILLWELL.—In Brooklyn, N. Y., on Sunday, January 11, Charles M. Stillwell, analytical chemist, in the fifty-ninth year of his age.

SCOTT.—In Toronto, Canada, on Saturday, January 3, Dr. A. Y. Scott, professor of chemistry and botany in the College of Pharmacy, in the forty-second year of his age.

WEIGHTMAN.—In Lakewood, N. J., on Friday, January 16, Malcolm R. Weightman, grandson of William Weightman, of the firm of Powers & Weightman, of Philadelphia, in the twenty-seventh year of his age.

SCHUNCK.—In Kersal, near Manchester, England, on Tuesday, January 13, Dr. Henry Edward Schunck, Ph.D., D.Sc., in the eighty-third year of his age. Dr. Schunck was the author of numerous treatises on the chemistry of coal tar dyes.

Russian Pharmacies to Be Made Governmental Institutions.

The Medical Department of the Ministry of the Interior in Russia has, according to the Russian Gazette, under consideration a project for the reformation of the pharmacies in that country. It is proposed to put them under the direct orders of the Government, and to arrange that each apteka shall provide free medical assistance to the poorer classes of the people. The Government of Russia estimates that in this scheme it will be practicable to diminish the charges by 25 per cent. on medicines dispensed, in addition to the above provision of medical assistance.

THE NEW YORK RETAIL DRUGGISTS' ASSOCIATION.

Officers Elected—The Pharmacy Board Criticised—Trading Stamps Condemned—Plans for a Ball.

The annual election of officers for the ensuing year took place at the last meeting of the New York Retail Druggists' Association, held in Odd Fellows' Hall, 98 Forsyth street, on January 15. The result was as follows: President, Joseph Weinstein; first vice-president, Charles Bernstein; second vice-president, B. Mishkin; recording secretary, M. G. Kantrowitz; treasurer, Jacob Pick; financial secretary, S. Bockschtzsky; trustees, L. Marmor, C. Cogan and B. Ehrenfreund.

The principal matter brought up and discussed was the action on the part of the State Board of Pharmacy, or, rather the Eastern Branch of the board, in causing the arrest of junior clerks in various drug stores on the ground of their having violated the pharmacy law. It was stated at the meeting that the board had been bringing cases against junior clerks for their having sold such articles as chlorate of potash, Epsom salts, bicarbonate of soda, etc. Though no formal action was taken on the matter by the association as a body, several members present sharply criticised the board for its action, which was styled persecution because this activity was seemingly directed against druggists on the East Side. Some members thought that the board was construing the law too literally, basing its crusade apparently on the provision that a drug store shall not be left in sole charge of an unlicensed clerk. They did not believe that the statute should be interpreted to bar even a junior clerk from selling such articles as those named. A committee, consisting of A. Bakst and Peter Diamond, was appointed to appear before the board on February 2 in behalf of druggists concerned in the matter and to endeavor to get the board to reconsider its action and policy.

Another matter discussed was the so-called trading-stamp abuse. Formal action on this subject was postponed until the next meeting. Members present expressed their decided disapproval of the system, however. The following committee was appointed to arrange for the annual ball of the association, to be held in the Lenox Lyceum on the night of March 20: A. Bakst, chairman; S. Harkary, R. Goldberg, M. Newmark, M. G. Kantrowitz, N. Naumoff, Jacob Pick and I. Picker. Standing committees for the coming year were also appointed.

The following new members were proposed: E. Teperman, A. Rosenberg and L. Merin.

The alumni of the New York College of Pharmacy are putting forth vigorous efforts for the success of their annual concert and ball, which is to be held this year at the Grand Central Palace, on Lexington avenue, between Forty-third and Forty-fourth streets, on Wednesday, February 4. The following committee is in charge of the arrangements: Fred. Borggreve, chairman; Joseph Aquaro, Charles H. Bjorkwall, H. J. K. Binder, Jr., Otto Boeddiker, B. R. Dauscha, Geo. C. Diekman, M.D., Wm. H. Ebbitt, Phillip Fitz, Wm. A. Hoburg, Jr., N. S. Kirk, F. X. Lynch, Eugene F. Lohr, F. N. Pond, Geo. Schweinfurth, R. H. Timmermann, Fred. Wichelns.

The names of a sub-committee of 330, including the chairman, are appended to the official circular announcing the ball, but the list needs revising, as the names of several deceased pharmacists figure in it.

The Pharmaceutical Association of Troy and Vicinity met on January 7 and elected the following officers to serve during the ensuing year: President, Henry Schneider; vice-president, C. E. Schacklady; treasurer, Charles H. Mansheffer; secretary, Fred. Schneider. The annual banquet will be held January 28 and the following committee will be in charge: George E. Stillman, chairman; John J. Healey, C. H. Mansheffer, Ward H. Wilkinson and Lorenzo Strecker.

The New York Section of the Society of Chemical Industry met at the Chemists' Club last Friday night and discussed the following papers: The Application of the Sulphur Colors to the Printing of Cotton Fabrics, by L. J. Matos; Cold Storage, by H. T. Galpin; Commercial Barium Carbonate, by R. W. Moore; Analysis of Fluorspar, by J. Brakes.

David J. Byrne, who has had experience in the Back Bay drug stores of Boston, expects to open a new pharmacy in Newport, R. I., his former place of residence. He is a graduate of the Massachusetts College of Pharmacy.

WESTERN NEW YORK.

Business Improves in Buffalo—A Good Crop of Candidates—Many Stores Change Hands—Some Telephone Experience.

(From our Regular Correspondent.)

Buffalo, January 21.—There is a better feeling in the Buffalo retail drug stores with the approach of the turn of winter, not only the outer rim of stores reporting good business, but the much cut up business center reporting satisfactory trade. There is no disturbing element in the field that has not become familiar to everybody and there is no new distraction looked for right away. Some of the eager tradesmen are cutting a price now and then, but they have always done this and will stop it only when they go out of business. The city is reported in the best of health, though the Health Department is still putting in a plea for a filter plant to insert between the stormy lake and the city mains. Somebody in the drug trade is sure that it takes good weather to sell his goods. He says that when people feel bad in mean weather they lay their feelings to the weather entirely and stand them off, but if good weather does not straighten them out they resort to drugs.

THE WESTERN BRANCH OF THE STATE BOARD OF PHARMACY

has a list of 20 candidates for the January examination and apparently not much else on its calendar. Delinquency cases are next to none for some reason or other. It looks as though the world had suddenly begun to grow better or maybe the official bad-man catcher of the branch has taken a spell off. Secretary Reimann is busy with the annual registration of licentiates and reports that they are coming in well, about half of his list having reported by the middle of January. The first of the year finds fewer clerks shifting about than usual. Possibly the business pays them better wages than it used to.

CHANGES OF OWNERSHIP.

Quite a number of Buffalo stores are changing hands. The Tuerke store, on lower Niagara street, is reported empty. George E. Hermann, the proprietor, for some reason not remaining in possession very long. His departure may have some connection with a former one. Hayden & Twohey, who not long ago opened a new store at Main and Virginia streets, have now bought out H. E. Cuthbert, of Triangle street, and will run both stores. D. J. McKinley, for some time a clerk in the Frisch store at Broadway and Fox street, has now bought the establishment and, being a pharmacist, will manage it. F. D. Hatch, of the firm of Hatch & Rumsey at Olean, has bought out his partner and will continue the business alone.

COLLECT MESSAGES DISCONTINUED.

Here is a case of many which druggists have to stand, and yet they are expected to be patient Christian citizens through it all. A Buffalo retailer was not long ago asked over the 'phone if he would take a collect message and he replied that he would, expecting an order for a few cents' worth of goods at least. When he took the message it was a request to go some distance across on the other side of the street and ask in a saloon if a bartender had been hired there yet. There are no collect messages in Buffalo now and this is one of the reasons for dropping them.

BUFFALO NEWS NOTES.

Secretary Reimann, of the Western Branch of the State Board of Pharmacy, is a druggist by whole family as well as personally. He lately visited his brother, who is in the business in Philadelphia. He has another brother who is a druggist in Sag Harbor, L. I., and a son in the same business in Brooklyn.

Among minor incidents in Buffalo drug circles is a fire in the store of Max Kaestner, on Lovejoy street, which did about \$25 damage. What appears to have been boys made a small raid on the store of H. V. Roese, on Genesee street, and stole several bottles of cough syrup. The theft reported in the Hilligass store, on the West Side, was not prosecuted. When the case of the accused came up nobody appeared, so it was dropped.

Buffalo druggists are numerous and stand high in the Masonic fraternity. George Reimann is the alchemist of the Shriners, P. M. Lockie is treasurer of Highland Lodge, Fred. Seisser is junior warden of Occidental Lodge, De Courcy Rose is senior warden of Erie Lodge, which contains a dozen druggist members. Preparations are on foot for the annual masquerade ball of the city druggists, which is always one of the grand social affairs of the season.

MASSACHUSETTS.

Alumni Dance—Funds Secured for the Greenleaf Scholarship—A State Biological Laboratory—Mr. Larrabee Retires from Office—A Druggist-Toxicologist.

(From our Regular Correspondent.)

Boston, January 21.—The Alumni Association of the M. C. P. gave a well attended dance at Huntington Chambers on the evening of January 14. Besides the members of the association many students were in evidence. President O'Brien was in charge and he was ably assisted by the officers. The Committee on Arrangements was as follows: C. T. Simpson, Miss Florence A. Elchorn, G. A. Kelly, Mrs. B. A. Wilbur and W. R. Acheson. It was directed by Mrs. W. R. Acheson, Mrs. W. G. Gull and Mrs. Frank Piper. The Salem Cadet Orchestra furnished music. The senior class is officered as follows: President, Archie E. Picken; vice-president, George B. Gunn; secretary, John R. Sawyer, and Treasurer, Dennis A. Murphy.

THE GREENLEAF SCHOLARSHIP ASSURED.

There was a well attended meeting of the Greenleaf Scholarship Fund Committee at the college building on the afternoon of January 14. Dr. Frank Piper presided. Gratifying reports were made by the different members of the committee and the desired sum was found to be practically all pledged. The collection of the pledges will commence this week and it is expected that the money will all be in the hands of the chairman by the last of this month. The subject of an alumni journal was also discussed and the idea was received enthusiastically. The subject is now being considered and will be heard from again later.

STATE MANUFACTURE OF BIOLOGICAL PRODUCTS.

There will be a renewal of the fight over the manufacture and free distribution of vaccine lymph this winter. The Legislature has just received a report from the State Board of Agriculture on this subject. It suggests that a part of the veterinary department of the Agricultural College at Amherst be used in the production of vaccine, there being stables, laboratories and apparatus available for the purpose. According to the theory of the board it would only be necessary to construct a single building for stabling and laboratory purposes, and the expenditure for apparatus would be very slight. The probable cost of the building is \$9,000 and of apparatus \$2,500. An annual appropriation of \$3,000 would be necessary for salaries, etc. The location of the college would be of distinct advantage in the distribution of lymph. The board believes the plan feasible and that the work can be done at a minimum cost. It is stated that Representative Bullock, a new Bedford druggist and chairman of the Public Health Committee, is of the opinion that if the State is to undertake this work it can best be done by the Board of Health.

A DRUGGIST AS AN OFFICIAL FOR THIRTY YEARS.

Ex-Mayor John Larrabee, of Melrose, recently retired from public service, having served the town and city faithfully for 30 years. He was Town Clerk for 21 years, from 1873 to 1894, when he declined renomination. He was clerk of the Board of Selectmen for five years, 1888 to 1893; on the Cemetery Committee for 25 years, 1875 to 1900, and was Sewer Commissioner from 1895 to 1900. Under the new city government Mr. Larrabee was the first City Treasurer and chairman of the Cemetery Committee, and Mayor of the city in 1901 and 1902.

In 1886 and 1887 he was representative to the Legislature from the Eleventh Middlesex district. He served both years as chairman of the Committee on Engrossed Bills, in 1886 as clerk of the Woman's Suffrage Committee and in 1887 as clerk of the Public Health Committee.

Mr. Larrabee is a Republican. He has served on the Town Committee and is a member of the Republican Club of Massachusetts. He is a prominent druggist and is well known in New England. He was formerly a member of the Board of Pharmacy.

AN INFRINGEMENT SUIT LOST.

At the Salem District Court last week Dr. Rouellier was charged with selling goods with a false label. It was stated by the Franco-American Chemical Company that he had sold Jacques "red pills for nervous women" in blue boxes, which was an infringement of the rights of the Franco-American Company, who sell exactly the same articles in name in a red box. After a hearing the court discharged the doctor.

PENNSYLVANIA.

Prescription Trade Good—The Board Examines Three Hundred Applicants—Possible Changes on the Board—The Pricing Committee at Work.

(From our Regular Correspondent.)

Philadelphia, January 21.—While the drug sundries trade is not very brisk, there is a good demand for all kinds of medicine and the prescription trade was never better. There is considerable sickness in this city, the illness not being confined to any one section, as nearly all the drug stores are having a large increase in prescriptions.

OVER THREE HUNDRED EXAMINED.

The quarterly meeting of the State Board of Pharmaceutical Examiners was held in this city on January 17 at the Girls' Commercial High School, Broad and Green streets. There were 329 present, including six young women. The result of the examination will become known in about a month, when the board will meet at the Hotel Walton.

PLANNING CHANGES IN THE BOARD.

Some of the retail druggists of this State have begun to pull the wires which they believe will have a bearing on the appointments to the State Board of Pharmaceutical Examiners. During the week of January 12 a meeting of a number of prominent druggists was held in Harrisburg, and a plan was mapped out which if carried through will give to the retail druggist a representation in the board, which will work in complete harmony with the majority of the trade. There are several members of the board who have never been confirmed by the Senate, and it is said that every effort will be made to have some of them rejected and others substituted. There is a quiet movement on foot to have W. W. Cliffe appointed to the board, and he has the support of many of the retailers as well as that of the leading wholesale drug houses. Mr. Cliffe is one of the progressive retail druggists of this city and he gained great credit for the admirable manner in which he handled the affairs of the American Pharmaceutical Association, which met in this city last year.

THE ADVANCE IN PRICES.

The Philadelphia Retail Druggists' Association is going quietly ahead with its plan for advancing prices on proprietary medicines. The members who have this affair in hand report progress and they are quite elated over what has already been accomplished.

PHILADELPHIA COLLEGE MEETING.

The fourth of the series of pharmaceutical meetings of the Philadelphia College of Pharmacy for 1902-03 was held Tuesday afternoon, January 20, with C. W. Hancock, of Langhorne, Pa., in the chair.

Dr. Henry Leffman read a paper on What Druggists Can Do to Assist in Cases of Poisoning. The speaker alluded to the intimate relations often established between doctors and druggists, the latter performing some of the clinical tests so useful in diagnosis, and said that in ordinary cases of acute poisoning, attended by marked irritation of the stomach, whether with or without severe burning pain, if the druggist is asked by the physician to test any suspected food or vomited matter he should first apply Reinsch's test. He also referred to the proper collection and forwarding of specimens and said that each organ and material should be put into separate clean vessels, and if a preservative is required a weak solution of formalin is best. In conclusion the speaker referred to the recent advances in the treatment of poisoning.

In a paper on Why Popcorn Pops, M. I. Wilbert stated that this phenomenon is due to the conversion of the moisture in the cells near the center of the grain into steam, thereby causing an explosion.

Prof. Joseph P. Remington presented life-size portraits of Alfred B. Taylor and M. W. Alexander, and Mr. Wilbert read short sketches of their life work. The following motion, offered by E. M. Boring, was unanimously adopted:

In view of the high services rendered to pharmacy by A. B. Taylor and of the prominent part which M. W. Alexander took in the affairs of the A. Ph. A. and, furthermore, in view of the desirability of the Philadelphia College of Pharmacy procuring portraits of representative men whose lives furnish interesting chapters in the history of American pharmacy, I move that a special vote of thanks be tendered to Professor Remington for presenting the portraits of these men to the college this afternoon.

PHILADELPHIA ITEMS.

The Girard Pharmacy, at Eleventh and Poplar streets, will open a new store at Mervine and Columbia avenue.

Francis S. Hughes, who owns the store at Fifteenth and Oxford streets, was injured in a trolley accident on the 14th inst. and narrowly escaped from the loss of one eye. As it is, his face is badly disfigured and his nerves have been much upset.

Louis P. Oliphant has moved from Ninth and Callowhill streets to Marshall street and Allegheny avenue, where he has fitted up a new store, and it now ranks as one of the finest in that section of the city.

Crumble Brothers' drug store, 4164 Germantown avenue, was burned out on January 15, the loss amounting to about \$3,000. For a time there was considerable excitement, as it was rumored that Charles Stevens, the clerk, slept over the store. The firemen searched the entire place at the risk of their lives, but it was later discovered that Stevens had recently taken up quarters elsewhere.

OHIO.

Ohio Valley Druggists to Entertain on a Large Scale—Everybody Expected to Come—The New State Food Commissioner.

(From our Regular Correspondent.)

Cincinnati, January 21.—A big general entertainment has been arranged by the Ohio Valley Druggists' Association for Friday evening, January 30, at Assembly Hall, Odd Fellows' Temple. The Entertainment Committee of the organization, consisting of Ed Voss, Carl Plath, John Bauer and J. B. Waltermann, of Cincinnati; L. P. Holtzhauer, of Newport; W. H. Schickener, of Covington, and William Howe, of Hamilton, have decided upon a euchre and dance as the principal feature, but they have also undertaken to look after the interests of those who prefer a more quiet time in the company of more intimate friends. It is their intention to give no druggist in the association an excuse for failing to attend. Arrangements have been made to seat 400 people at the euchre tables and after the games are ended the hall will be cleared for a dance. Invitations have been sent out to every member of the organization and a number of appropriate euchre prizes have been obtained.

MR. BLACKBURN'S SUCCESSOR.

Joseph E. Blackburn retires next month as State Food and Dairy Commissioner and will be succeeded by Horace R. Ankenny, who was elected on the Republican ticket last November. Mr. Ankenny has not outlined any policy in reference to the enforcement of the pure drug laws which he proposes to pursue, but there is every indication that there will be no radical changes in the conduct of the office and the general system pursued by the present administration will undoubtedly be followed.

CINCINNATI ITEMS.

George E. Gardiner has purchased the store of L. C. Broehm at Eighth and Carr streets.

Fred D. Renner has purchased the store of George Wilhelm at Eighth and Mound streets.

Charles Apmeyer has removed his store to Main avenue, near Hickman street, Avondale, while his former place of business at Vine and Auburn avenue is continued.

Albert De Lang sold his Avondale pharmacy last month to Ralph Freiberg, who for several years has conducted the Deventer Pharmacy on Walnut Hills.

L. P. Holtzhauer, of Newport, treasurer of the Ohio Valley Druggists' Association, has disposed of his Newport pharmacy to George Wilhelm, also a member of the association.

M. C. Dow, the druggist—in private life Mrs. William Goode—has closed a deal for another retail drug store. She has contracted for a large ground floor room in the Emery skyscraper, in the course of erection at Fourth and Walnut streets, opposite the Gibson, and she says the new store will be the finest in Cincinnati. The new pharmacy will be handsomely fitted up opposite the Gibson House, the most central location in the city. This will make the seventh store operated by Miss Dow in this city. Her last innovation has been the addition of a department exclusively for women, which she has attached to her store at Sixth and Walnut streets.

MICHIGAN.

Many Pharmacists Registered by the Board—An Alleged Error in a Prescription—American Goods for Russia.

(From our Regular Correspondent.)

Detroit, January 21.—Sixty-three applicants appeared before the Michigan Board of Pharmacy January 6, 7, in this city, and of the number 12 were given certificates as pharmacists and the same number as assistant pharmacists, as follows:

Registered Pharmacists—James W. Bertrand, Houghton; R. E. Dales, Detroit; Bart Fanning, Albion; Paul Jacobson, Iron Mountain; W. J. Jandron, Negaunee; M. T. Karcher, Lake Odessa; John P. Lipp, Blissfield; W. J. Matteson, Middleville; Hazel Rely, Grand Rapids; H. G. Spiegelberg, Chelsea; W. W. Turner, Pigeon; K. H. Wheeler, Saranac.

Assistant Pharmacists—D. D. Costigan, A. R. Cunningham, A. R. Ernst and W. T. Ellis, Detroit; W. R. Gardner, Walkerville, Ont.; W. C. Hartman, Marcellus; R. D. Lamle, Chester; E. J. Loveland, Vermontville; Albert Martin, Fowler; L. P. McQuillin, Lyons; J. H. Riley, Grand Rapids; R. A. Turpening, South Lyon.

The next meeting will be held at Grand Rapids March 3 and 4, 1903.

A PRESCRIPTION ERROR.

James Griffin, aged 21, of 169 Stanton avenue, son of Michael J. Griffin, the well-known contractor here, has been lying in a critical condition for a number of days as the result of an alleged mistake in filling a cough mixture prescription by a Grand River avenue drug clerk. It is said atropine was accidentally substituted for codeine. It was admitted that Griffin had been poisoned, but Dr. E. B. Smith, one of Griffin's physicians, took a large dose of the cough medicine in the belief that the mixture was not responsible for the young man's condition. Dr. Smith was taken very ill on the car going home and was speechless for an entire day. Drs. Hare and Harvey hope to pull Mr. Griffin through and an analysis of the medicine is being made.

AMERICA INVADES RUSSIA.

American manufacturers of drugs and chemicals have at last invaded Russia. A few days ago David A. Ruffmann was appointed by Parke, Davis & Co., of Detroit, as manager of their new branch at St. Petersburg, Russia, and has left to assume his duties. He is only 27 years of age, but speaks fluently four languages besides English and is a man of wide experience and an extensive traveler in Siberia.

The basket ball games at the Y. M. C. A. are proving the most exciting in the history of the game here. All games are hotly contested and when the Parke, Davis & Co. team recently defeated the Clark Coal Company team, one of the leaders, there was a hot time in the gallery. Hummel, of P. D. & Co., was the star of the evening.

The Distant View.

(From the Bulletin of Pharmacy, of Detroit, for January.)

So far as we know, the local associations comprised in the membership of the N. A. R. D. have not been disposed to grumble at the increase in dues voted by the Cleveland convention. It has been generally recognized that in order to do good work the N. A. R. D. must be provided with the sinews of warfare. Local associations have realized that to spend more in dues is to get vastly more in returns. The wisdom of this point of view and the foresight of the Cleveland convention have been abundantly proved by the vigor and superiority of the work which the N. A. R. D. is now doing. Last month, however, we have to note that the Kings County Pharmaceutical Society, of Greater New York, was only prevented from secession by the diplomatic skill and force of Dr. Anderson, ex-president of the N. A. R. D. Knowing that because of the raise of dues a resolution was to be brought in for the withdrawal of the body from membership, he anticipated the plan by offering a resolution to the effect that membership be suspended for a limited time, thus giving the N. A. R. D. a chance to show through the operations of the contract plan that it can and will benefit the druggists of Kings County. An amendment was quickly offered by Dr. Muir providing that the withdrawal be absolute, but after a hard and protracted fight on the floor Dr. Anderson's original resolution was passed by a close vote. The Kings County Association may now renew its affiliation whenever it considers the benefits an adequate return for the membership dues, but, of course, it will be liable for the dues which will have accumulated meanwhile.

ILLINOIS.

Joseph H. Shreve Appointed—Action Taken on Behalf of Drug Clerks—The New Telephone Co. Putting in 'Phones—Drug Store Robbers Numerous—LL.D. for Prof. Prescott.

(From our Regular Correspondent.)

Chicago, January 19.—Joseph E. Shreve, of Jacksonville, has been appointed to the Illinois State Board of Pharmacy to succeed George E. Sohrbeck, of Moline. As has been indicated previously in these columns when the appointment was under consideration this selection is out of the ordinary course, Mr. Shreve not being the owner of a store. He is a manager, and is therefore considered as representing the clerks' interests. The selection was made in the regular manner on recommendation of the Illinois Pharmaceutical Association.

THE C. R. D. A. TO THE RELIEF OF CLERKS.

At the quarterly meeting of the Chicago Retail Druggists' Association January 14 action was taken with the hope of relieving the condition of drug clerks. A committee from the Clerks' Association was present, and the committeemen made addresses asserting that the object of the association was not to take the part of clerks who were incompetent, or whose habits were bad, and that every effort would be made to get rid of objectionable characters. It was then decided to have a committee from the druggists' organization confer with representatives of the clerks and see what could be done toward remedying some of the existing evils.

The Executive Committee, it was decided, will hereafter have jurisdiction over the price-lists of the different auxiliaries, by which action it is hoped to do away with inequalities.

The cigar question was called up, but it was decided that it would not be safe to take any action, and the matter was dropped. The local fight between the independent tobacco dealers and the "trust" has become bitter, and the druggists are not anxious to get tangled up in it. A committee of doctors was present, and hoped to secure free calls over the telephones, but announced that their plan was not feasible and the matter was dropped.

The N. A. R. D. was urged to take some steps to bring to time the manufacturers who raised prices at the time the war tax was put into effect and who have not since reduced their figures.

THE INDEPENDENT TELEPHONE CO. AT WORK

The Illinois Telephone & Telegraph Company have begun the installation of its telephones in some of the downtown buildings. These instruments are to be operated on what is called the secret system. There is no girl at central, and the customer can call any number he wants without help. There is a meter connected with the 'phones, and the charge for each call is 5 cents. If \$85 is paid in on one instrument all calls above that amount are free. The building at 181 Fifth avenue is being transformed into an exchange. President A. G. Wheeler, of the company, says 10,000 automatic 'phones will be installed by May 1. These instruments, it is promised, will be introduced as rapidly as possible in all drug stores. It is too early as yet to tell what the effect of this innovation will be, but the readiness with which the old company put in nickel-in-the-slot machines recently shows that the newcomers are likely to be an important factor in the telephone situation.

DRUG STORE ROBBERIES

have been getting unpleasantly frequent of late. Burglars tried to get into the store of Wilhelm Bodemann, at Fifth street and Lake avenue, recently, and while they were working with skeleton keys Julius Schroeder, the clerk, opened the door, and fired at them. The thieves beat a hurried retreat. A policeman saw two men trying to break into the store of John Byrne, at Monroe street and Ashland Building, and a running pistol fight followed. One of the burglars was caught.

TO DEDICATE N. W. UNIVERSITY BUILDING

President Hadley is coming on here Wednesday, January 28, to dedicate the Northwestern University Building, at the corner of Lake and Dearborn streets. The exercises will take place from three to five, after which the senate will adjourn to the auditorium, where President Hadley will make an address on the place of professional schools in the modern university. He will also confer the degree of Doctor of Laws on Professor Prescott, Dean of the School of Pharmacy of the Michigan University. There will also be present Prof. W. W. Keene, of the Jefferson Medical College of Philadelphia; Prof. Ames, Dean of the Law School of Harvard, and Professor

Kirk, Dean of the Dental School of the University of Pennsylvania.

CHICAGO AND NORTHWEST NOTES.

J. A. Bower has bought out C. H. Draper, at Wells, Minn.

L. Jungk has sold his stock at Fifty-first and Halstead streets to A. A. Burger, of Fifty-first street and Ashland.

J. O. Dolvin has bought out Ordway & Bolton, at New Hartford, Iowa.

Simpson & Co. have disposed of their business at Flaudreau, S. D., to W. J. Evans.

Blakeley Gammil & Co., of Osceola, Iowa, have been succeeded by Gammil & Co.

Dr. H. E. Jamison, of Lake Villa, Ill., has sold out to W. G. Barnstable.

Control of Halsted's Pharmacy, at Muscatine, Iowa, has been secured by J. L. Fentzer.

M. C. Beck is now in sole possession of the store of Huston & Beck, at Albion, Ind.

Thomas Adams has succeeded H. M. Fowler, at Seales Mound, Ill.

B. F. Coop, Greenville, Ill., has sold out to Mulford & Daniels.

S. G. Wright has been succeeded, at Table Rock, Neb., by F. M. Colwell.

John G. Boehm, a West Side Druggist, has been appointed bridewell inspector.

Peter Van Schaack and his wife are spending the winter at golf resorts.

Enzer Brothers drug store was destroyed in the fire that swept over the business portion of Hamlin, Kan., January 12.

The next meeting of the State Board of Pharmacy in Chicago will take place February 23.

The Dr. Pratt laboratories, having a capital of \$100,000, have been incorporated, and will do business in Chicago, manufacturing toilet and medicinal preparations. The incorporators are A. W. M'Gowney, Eli Moses and John Wagge.

Mrs. Grace O'Connor, 639 West Erie street, took a dose of carbolic acid recently and narrowly escaped death. She declared that the bottle was labeled "lime water," and that the accident was due to a druggist's mistake.

Governor Yates in his annual report commended the work of the Board of Pharmacy. He recommends that the board be supported by legislative appropriation instead of by renewal fees.

Some Puzzling Orders.

Below are reproduced some of the puzzling orders presented by children in New York drug stores. That the average druggist is frequently able to read and dispense these without difficulty often says much for his skill in deduction:

Elleys Groom Bom, for the cuetor (Ely's Cream Balm, for catarrh).

Par galet asset 10c (Pyrogallic acid).

5c onforline (?).

10c worth Woreshell Salts.

5c worth of Rockshell sauces.

½ oz. Powd sock allos 5c.

10c Carouse supplement.

5c arnickle.

10c Anti-Perrine.

5c Tint. Mwahr.

10c worth of Chersmer Boque.

gum tragic.

5c worth of Soapery Bark.

10c parrigaridge.

Pleas Sende me something to make a wite Straw hat wite if you do not know of eny thing pleas sinde me Clorada Lime, 5 cents wotho.

plese give
this boy
a lpos st.
on i will
poet to
night

Ira dine.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, January 24, 1903.

THERE has been no falling off in the demand since the opening of the year, and trade in general is in a very satisfactory condition, though the volume cannot be said to be in excess of that usually met with in January. The developments during the fortnight have not been such as to attract more than ordinary notice, and the majority of the price changes favor sellers. A better tone has been imparted to the quinine situation, owing to the advance in the price of bark at the auction sale in Amsterdam on the 22d inst. Almost the entire quantity offered was sold at an advance of 4 per cent. over the price realized at the December sales, the unit being $6\frac{1}{2}$ Dutch cents, as against the previous figure of $6\frac{1}{4}$ cents. Opium, on the contrary, has developed a weaker tendency, and the demand is slow and unimportant, with indications of a tendency on the part of some holders to shade prices in view of the prevailing keen competition. The increased cost of crude material has sent up prices on cream of tartar, Rochelle salts and Seidlitz mixture, and as these articles are under good control the higher quotations of the manufacturers are firmly maintained. The price of silver nitrate continues on the downward grade, in sympathy with the metal, and a lower range is also named for carbolic acid and thymol. Menthol, however, maintains its firm position, and extended reference to the market conditions affecting this and other Japanese peppermint materials will be found elsewhere in this issue in the report of the annual meeting of the Drug Trade Section of the New York Board of Trade and Transportation. The general chemical market shows considerable strength, which circumstance is due in some measure to the increased cost of fuel and wages, but this stronger tendency prevails as well as in the general market, and the articles that show a tendency in buyer's favor are few and unimportant. The principal changes of the period under review are indicated in the subjoined table and succeeding paragraphs:

HIGHER.

Cream of tartar,
Rochelle salt,
Seidlitz mixture,
Bergamot oil,
Menthol,
Tansy oil,
Santonin,
Guarana,
Damiana leaves,
Manaca root,
Dandelion root,
Colocynth apples, Spanish,
Buchu leaves, long,
Cevadilla seed,
Blue vitriol,
Senega root,
Japan wax,
Nickel salts.

LOWER.

Carbolic acid,
Thymol,
Silver nitrate,
Sassafras oil,
Strophanthus seed, Kombe,
Prickly ash berries,
Ipecac root,
Serpentaria root,
Potassium cyanide,
Quicksilver,
Salad oil,
Sarsaparilla, Mexican,
Lemongrass oil,
Jalap root.

DRUGS.

Alcohol continues held and selling at the decline noted in our last, the present quotations for grain being \$2.43 to \$2.45,

as to quantity. Wood is confidently sustained at 65c to 70c for 95 per cent. and 97 per cent. respectively.

Ammonium carbonate is a trifle irregular and unsettled in face of continued competition, but prices show no alteration from the lower range noted in our previous report, recent sales of domestic being at $7\frac{1}{4}$ c to 8c, and foreign $8\frac{1}{4}$ c to $9\frac{1}{4}$ c, as to quality and quantity.

Arnica flowers are without important change. The jobbing demand continues of average proportions, but large transactions are the exception, and quotations are unchanged at 9c to $9\frac{1}{2}$ c.

Balsams.—Copalba, Central American, continues in active jobbing demand, and prices are well sustained on the basis of $37\frac{1}{2}$ c to 40c; Para quoted at 45c to 50c. Fir, Canada, is slow of sale at previous quotations. Peru is quiet under a limited inquiry, but prices are confidently maintained at \$1.10 to \$1.15. Tolu has eased off in the interval, recent heavy arrivals having lowered the views of holders to 29c to 30c.

Barks.—Cascara sagrada remains the center of interest in this department, and continues firm under a fair consuming demand and diminishing stocks; we hear of one sale of 2000 lbs., 2-year old bark, at 15c, while the quoted range remains 14c to 16c, with several large transactions reported at the inside figure. Sassafras has been in active demand, and sales are reported at 7c to 8c. Soap shows increasing firmness, and the sales at the close were $4\frac{1}{2}$ c for whole, an advance of about 1c; crushed held at 5c to 6c.

Buchu leaves, long, are extremely scarce, and holders are firmer in their views, with \$1.00 now named as an inside price; short leaves are not urged for sale, but the undertone of the market is steady with previous quotations unchanged, the sales being at 28c to 30c.

Cacao butter is firmly held at 28c to 30c for bulk, the lay down cost being cabled as closely approaching the inside figure, the leading English brands being held at $28\frac{1}{2}$ c, duty paid, New York. The demand continues slow and unimportant.

Cannabis indica is selling fairly in a jobbing way and values are well sustained in view of the firm position of the article at primary sources; prime tops quoted at 85c.

Coca leaves are in somewhat better demand and prices are maintained with a fair show of firmness at 17c to 18c for Truxillo, and 28c to 30c for Huanuco; the tendency of values at primary sources is encouraging to local dealers.

Codliver oil, Norwegian, is held with increased firmness and the tendency appears to be upward, some holders having advanced their quotations \$2.00 a barrel, \$52.00 to \$60.00 being now the general asking price.

Colocynth apples are scarce and wanted and holders now ask 30c, with sales reported at this figure.

Coumarin reflects the influence of continued competition among dealers and round lots can be had at \$3.50, with intimations that a firm bid at a fraction under this figure would not be turned down.

Cubeb berries have sold actively in a jobbing way since our last and quotations are a shade firmer if anything, $8\frac{1}{2}$ c to $9\frac{1}{4}$ c being now named for whole.

Damiana leaves are irregular and unsettled, and offer in instances down to 9c, though 10c to 11c is more generally named.

Ergot is dull and neglected, but holders show no disposition to urge the distribution by cutting prices, and quotations for German and Spanish remain unchanged at 32c to 35c for the former and 33c to 36c for the latter.

Formaldehyde is meeting with an improved demand and prices are well sustained at $14\frac{1}{2}$ c to 15c for 40 per cent. strength.

Guarana continues scarce and wanted. The available supply is under good control and nothing now offers below 85c.

Juniper berries continue in good jobbing request, with numerous sales within the range of 3c to $3\frac{1}{2}$ c, as to quality and quantity.

Menthol has relaxed none of its firmness and only small

lots appear to be available at \$7.50, while \$8.00 is now the popular quotation, though some holders ask up to \$9.00. Extended reference to the statistical position of this article will be found in our report of the annual meeting of the Drug Trade Section of the New York Board of Trade and Transportation in other columns.

Morphine continues easy in tone in sympathy with opium, but manufacturers' quotations are steadily maintained on the old basis of \$1.95 to \$2.05 for ounce vials, according to brand and quantity.

Opium is quiet, and the market position of the article is rather favorable to buyers. Though no actual price reduction has been announced, it is intimated that some holders are prepared to accept a fraction below \$2.70 for single cases. For broken lots the ruling quotation is \$2.72½ to \$2.75. Powdered is obtainable at \$3.35 to \$3.45.

Quinine is without important inquiry, but a better tone has been imparted to the market by the result of the bark auction in Amsterdam on the 22d inst. The bulk of the bark offered was taken up at an advance of 4 per cent. over the December sales. This market has not been affected by the improvement in bark, and the demand is slow and unimportant, most of the inquiry coming from small buyers, who are content to pay manufacturers' prices, or say, 28c to 31c, as to quantity, for both German and domestic. For outside lots of German and Java the quotations are 24c to 25c, and 22c to 23c respectively.

Rochelle salt has been advanced by the manufacturers to the basis of 18c to 18½c, as to quantity, to meet the increased cost of crude material.

Santonin is in improved position, and values are higher owing to scarcity and higher cost of raw material. The revised range is \$6.35 to \$6.45 for crystals, and \$6.55 to \$6.65 for powdered, as to quantity.

Selditz mixture shares the advance in Rochelle salt, manufacturers' quotations showing the higher range of 14½c to 15c.

Spermaceti has dropped a notch or two in the interval, and the quotations for block are now 22½c to 23c, while cakes offer at 23½c to 24c, while even these figures might be shaded on a firm offer for round lots.

Thymol is depressed and selling very slowly with a consequent easier market, quotations showing a further decline to \$2.05 to \$2.10.

Tonka beans are a shade easier, and holders now name 65c to 70c for prime Angostura, 25c to 30c for Para and 45c to 50c for crystallized Surinam.

Wax, Japan, is in reduced supply, and the market is stronger, with quotations further advanced to 11c to 11½c.

CHEMICALS.

Acetate of lime has been in fairly good demand since our last, both for consumption and export, at steady prices. Manufacturers are quoting 90c to 95c for brown, and 1.35c to 1.40c for gray, as to terms.

Aqua ammonia is moderately active and steady on the basis of 5½c to 5¾c for 26° in drums, and 6c to 6¼c for carboys, the inside figures being for carload lots.

Arsenic has been moderately active and parcels have passed out into consumptive channels at 2¾c to 3¾c for white, as to quality and quantity; jobbing sales at 3c to 3¼c. Red is in unchanged position at 6¾c and upward, as to quality and quantity.

Bleaching powder, English, is scarce on the spot, and it is doubtful whether prompt deliveries can be had at less than 1¾c to 2c.

Blue vitriol is firmer at the recent advance and the tendency of the market is distinctly upward. The crippling of one of the largest producing plants by fire has tended to still further harden the views of holders.

Carbolic acid, crystals in bulk, is slightly easier, and holders now quote 13½c to 15c.

Chlorate of potash has eased off in the interval and carload lots are quoted 7¼c, f.o.b. works, while up to 7¾c is named for spot goods.

Cream of tartar has been advanced in price, thus fulfilling recent anticipations, and the quotations are now 24c to 24½c, an advance of 1c a pound.

Cyanide of potash reflects the influence of competition among manufacturers, and quotations are lower to the extent that 22c to 23c is now named for quantity lots.

Nickel salts are steady and values are generally higher, 21½c to 22c being now named for single and 12c to 12½c for double.

Silver Nitrate was reduced 1c per ounce on the 22d inst. concurrently with the reduction in metal, and manufacturers now quote at 30c in 1,000-ounce lots, while from 31c to 33½c is quoted on smaller quantities.

Oxalic acid remains quiet, and the jobbing demand is being met at 5¾c to 5½c.

Picric acid is lower in sympathy, with the market for phenol, and there are sellers at 32c to 36c, as to quantity.

Quicksilver is easier, 63½c to 64c being now named for flasks.

ESSENTIAL OILS.

Anise has not changed from \$1.12½ to \$1.15, at which quotations small parcels are taken by the trade.

Bergamot has been advanced 5c per lb., owing to stronger advices from primary sources, and the revised range is \$2.20 to \$2.35 for leading brands.

Cassia is neglected for the time, but prices are steadily maintained at the previous range.

Citronella has been in active demand since our last, and we hear of large sales to arrive at 20c; quoted in a jobbing way at 22c to 23c.

Lemongrass is in better supply, and holders offer more freely at a decline to \$1.80 to \$1.85.

Peppermint continues in demand and firm at \$4.65 to \$5.00 for bulk, though it is reported that sales are making in some quarters at a shade less.

Sassafras is irregular and unsettled, but the average price marks an advance over previous quotations, current sales being at 42c to 43c; quoted at producing points at 41c.

Spearmint is in better demand and improved position, with some holders asking \$4.00.

Tansy is scarce and firm, as high as \$3.75 being asked in some instances, though the general quotation is now \$3.00 to \$3.50.

Wintergreen continues selling in small lots at \$1.75 to \$1.85 for prime natural, and at 45c to 50 for synthetic.

GUMS.

Aloes, Cape, continues in moderate demand and holders decline to shade 14c for the limited available supply.

Asafoetida has sold actively during the interval within the quoted range of 20c to 30c, and values are well sustained at these figures.

Camphor is less actively inquired for in a jobbing way, but there is a fair movement on orders from manufacturers and quotations are steadily maintained at 54½c to 55c, and 55c to 55½c for refined in barrels and cases respectively.

Tragacanth is well sustained and a moderate business is passing at the range of 29c to 30c for Aleppo, and 35c to 90c for Turkey, as to quality and quantity.

ROOTS.

Alkanet continues in demand, and values are steady at the advance to 6c to 6¼c, noted in the preceding issue.

Althea has eased off, owing to lack of important demand, the range now standing at 13c to 14c for whole and 19c to 20c for cut root.

Dandelion, German, is scarce and firm at an advance from previous prices to 7½c to 8c.

Gentian continues held and selling at 4¾c to 5c, and the tone of the market is stronger in sympathy with foreign advices.

Golden seal is quiet, but values are well sustained at the range of 52c to 54c.

Ipecac continues slow of sale, and the quotations show a further decline to \$1.55 to \$1.70 for Rio and \$1.10 to \$1.15 for Carthagena.

Jalap has eased off a trifle, and holders offer more freely with the range at 12c to 13c, as to quality and quantity.

Sarsaparilla, Mexican, is slow of sale, and offers at 6½c to 8½c.

Senega is firmer, and the limited available spot supply is held at 90c.

Serpentaria is in light supply, but without important inquiry, and the undertone of the market is weak, though 45c is yet named.

SEEDS.

Canary continues firm and holders are inclined to offer sparingly at 5½c to 5¾c for Sicily, and 5¼c to 5½c for Smyrna.

Cevadilla is scarce on spot, the Venezuelan blockade having closed the ports of supply, and holders ask 12c to 13c for the limited available stock.

Coriander, unbleached, is easier and now obtainable at 2¼c to 2½c.

Quince prices have been revised to the range of 32c to 34c for Russian, and 36c to 38c for German.

Strophanthus, Kombe, is in better supply, and the quotation has been lowered to 32c to 33c; Hispidus quoted 42c to 43c.

The Up-to-Date Homunculus.

[From the New York Sun for January 4, 1903.]

*Rock-a-by baby, on the tree top!
When the wind blows, the cradle will rock;
When the bough breaks the cradle will fall,
And down will come baby, cradle and all.*

Dear little babykin, born just too late,
Lullabies now have been wiped off the slate.
Up-to-date babies never are rocked,
And if I say "lullaby" mother is shocked.

Your nutriment's measured, the progress you've made
Is jotted down daily as soon as you're weighed;
Your food's predigested; you've nothing to do
But sleep and grow fat—not even to coo.

Perhaps little baby, the new way is best;
In all the care taken you surely are blest.
But after all, baby, the new way is prose,
The old one was poetry, all the world knows.

You'll never hear lullabies crooned sweet and low
While mother's old rocking chair moves to and fro;
You'll never lie snugly on mother's sweet breast,
Drinking life through her veins, both blessing and blest.

You'll never hear legends of goblin and ghost,
Of Jack and the Giant, Queen Mab and her host;
You'll never learn how to spell "c-a-t," "cat,"
But will read at first sight, and from pictures at that.

You're an up-to-date baby! Maybe it is best
To forego the rocker, the songs and the rest;
But it seems to me, baby, you'll miss quite a lot
Of the romance of life that we old fogies got.

I cannot regret that I was born long ago
When singing and rocking were not counted slow;
When fairies abounded in nursery lore,
And we reveled in legends of oceans of gore;

When the old blue-back speller was found in the schools
And pictures were barred by the strictest of rules;
It seems to me, baby, you're born just too late—
For the romance of babyhood's wiped off the slate.

—CASWELL A. MAYO.

My Dear Mr. Mayo,—I have often wondered why some one with a clever wit and a sharpened pencil did not write a comic opera around the dear old themes, "Rock-a-by, Baby, on the Tree top." I hail you as the poet laureate of the twentieth century kidlet. Nothing that I have read for some time has given me so much real pleasure as your "The Up-to-Date Homunculus," that appeared in the Sun on January 4. Since it appeared in that paper it must be so.

I don't know whether I regret more that I was born some 'steen years ago and before the late incubator-like methods were in vogue, or that I was not born still earlier in the old century, so as to have had the advantages of living longer and accordingly having more fun.

Some years ago I refused to accept the honorary degree of "B. A." from a Southern Institution, that, with what I then thought was remarkable foresight, picked me out for the bestowal of such an honor, probably with a view to my small bank account, with the hope that I would accept their draft for a reasonable sum toward the expenses of the institution. I managed to get along without that degree, but some seven years ago began taking a special course, with the idea of hav-

ing conferred upon me another degree, and this, through fortuitous circumstances, was conferred upon me almost a year ago. Instead of B. A., this time the degree was P. A., and I have been a pater-familias just long enough to fully realize the force of the argument you bring out in this little poem.

Jack, Jr., although born in the new century, is being raised according to old century plans, for his doting mother and myself are both sufficiently old fashioned to believe that that is a preferable plan to the entire elimination of all that made childhood's happy days pleasant to us then and delightful to reminisce about.

Congratulating you upon your happy method of telling a story, and agreeing most heartily with the editor of the Sun in considering that this is one of the Poems Worth Reading, not only once, but many times, I am,

Sincerely yours,

JNO. F. SPRAGUE.

Office of Sharp & Dohme, New York, January 20.

HINTS TO BUYERS

Keen and hustling druggists desiring attractive novelties suitable for a window display will do well to consult the ad. of the C. I. Hood Company in another part of this journal.

The Erie Specialty Company, Erie, Pa., make everything in the line of corkscrews that it is possible to conceive of. Write them for list and prices, mentioning the AMERICAN DRUGGIST.

The Acorn Brass Mfg. Company, 215 Fulton street, Chicago, have in the Doran Lighting System something which every druggist is or should be interested in. Write them for catalogue, mentioning the AMERICAN DRUGGIST.

In the present issue will be found the advertisement of the National Licorice Company, Borough of Brooklyn, New York City. The goods offered to the drug trade by this concern are all articles of established sale and such as every druggist should carry in stock.

The Advance Chemical Company, Indianapolis, Ind., will be pleased to send samples of their Ostro Suppositories to druggists mentioning this journal. They are advertising these to the medical profession and predict a great demand in the near future.

The Buckeye Stamping Company, 183 East Third street, Columbus, Ohio, make a line of seamless tin boxes which exactly fit the needs of the drug trade. Write them for catalogue and free samples, mentioning the AMERICAN DRUGGIST. They guarantee prompt delivery.

The influence of successful advertising in impressing the name of a preparation on the public is shown in "The Billionaire," now being played at Daly's Theatre, in this city, in references in the play to Horlick's food, Lydia Pinkham, Dr. Munyon and Peruna, all of which are well received by the audience.

The National Correspondence School, of Indianapolis, Ind., has a course of instruction in pharmacy by correspondence which will be of great assistance to those young men who are so situated as to be unable to attend a regular school of pharmacy. Write them for prospectus, mentioning the AMERICAN DRUGGIST.

Dr. Edwin Leonard, Jr., has been elected president of Reed & Carnrick, to succeed the late John Carnrick. Dr. Leonard is an alumnus of Amherst and took his medical degree from Harvard, and has been connected clinically with the Boston City Hospital, the Worcester State Hospital and as assistant physician to the McLean Hospital, which is a branch of the Massachusetts General Hospital.

A. H. Revell & Co. manufacture a line of fine store fixtures, showcases, etc., which have won the commendation of progressive druggists all over the United States. Fixtures made by this firm combine the advantage of practical utility in construction and artistic unity in design. Druggists who contemplate making any changes in their store fixtures should write to A. H. Revell & Co. and get a copy of their catalogue.

Druggists who are thinking of either fitting out a new store or of renovating an old one should communicate with Wm. Kleeman & Co., of Avenue D and Ninth street, New York, before placing their orders. This house offers a wide range of choice between low prices and high, and their goods throughout can be relied upon to be fully equal in quality to

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

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A LIQUOR LICENSE CRUSADE.

WE wish to warn our readers in this State that a crusade against druggists for the illegal sale of liquor is about to be inaugurated by the State Commissioner of Excise. Recalling the unsavory and discreditable methods resorted to a year ago to secure evidences of violations of the liquor tax law by druggists, we feel it our duty to caution our readers lest they be inveigled by humanitarian impulses into a technical violation of the law.

Last year about this time—is it not singular that the activity of the Excise Commissioner appears to be coincident with the annual session of the Legislature?—a similar campaign was carried on and many druggists were said to have been detected in a violation of the law. In one particular case the druggist accused of such violation, who lived over his store, had, after much pleading on the part of the excise spy, given him four ounces of port wine out of his private household supply, and refused to take any pay for it. The spy threw a quarter of a dollar down on the counter and walked out with the port wine, which he had said, almost with tears in his eyes, was for his sick wife.

Beware, therefore, of even the slightest deviation from the strict letter of the law, for experience has shown that no device or subterfuge, however base, is too mean to be enlisted by excise spies in their efforts to entrap pharmacists into a technical violation of the law, while no motives, however lofty, and no circumstances, however extraordinary, will serve as a justification in the eyes of the authorities for such a violation. Verily just now the pharmacist's lot is not a happy one.

PHENACETIN AND THE DRUG TRADE.

BECAUSE perhaps a few individuals have been found guilty of selling a phenacetin contaminated with a cheaper drug of like character, the Department of Health of this city and those interested with the department in its recent phenacetin crusade have drawn up a general indictment against the pharmacists of Greater New York, charging them with fraud and substitution on a wholesale scale, and this indictment against a whole body of pharmacists has with equal recklessness been published throughout the length and breadth of the land. In view of the disclosures made in our news columns regarding the methods and results of the analyses conducted by the Department of Health we find it difficult to say which of the parties to this reckless crusade—the Department of Health of the city of New York or the firm, corporation

or individual which instigated the whole slanderous business—occupies the more unenviable position. The Department of Health has been found at fault in one well-authenticated case, where its chemist reported differently on two specimens of phenacetin taken from the same package, branding the one as adulterated and the other as pure; while an independent analyst agreed with the Department's last analysis of the package and declared the entire contents to be above suspicion. Furthermore, if the Department chemist has, as reported, employed the isonitril test for the identification of acetanilid in phenacetin this vitiates his entire findings, for the unreliability of this test as applied to the recognition of acetanilid in phenacetin has been demonstrated over and over again, and none but a tyro in analytical work would think of depending upon it. When it is remembered that phenacetin is nothing more than ethoxyacetanilid and that on boiling with a caustic alkali it loses the acetyl groups and forms phenetidin containing the amido grouping the rest is easy. Subsequent treatment, as directed for the isonitril test—viz., heating with a few drops of chloroform—will develop the disagreeable odor of phenylisonitril (isocyanide) and apparently prove the existence of acetanilid as an adulterant in what may have been a perfectly pure specimen of phenacetin; for the only difference between this and the reaction of acetanilid, *per se*, lies in the fact that the boiling with alkali must be prolonged in the case of phenacetin, the final result being the same.

WHERE THE MILITARY PHARMACIST STANDS.

IN our issue for January 12 we commented editorially on the position of the pharmacist in the service of the United States Army. Our remarks on this subject have brought inquiries for information regarding the organization, functions and duties of the medical corps of the army as distinguished from the fighting corps. We gladly comply with the following, which necessarily presents the matter in its concisest form:

An army consists of a staff and a line. The line consists of those whose business it is to destroy the enemy. The staff, those who plan and care for the line. One is the hand, the other the brain. The pharmacist naturally comes within the domain of the staff.

The staff is divided into various departments and corps. A department buys and issues supplies for the use of the army; a corps consists of a more or less autonomous *personnel* which acts in a specific capacity. The medical department is therefore more properly a corps, and exercises sanitary supervision, guards the admission and discharge of soldiers, furnishes medical and surgical attention, transports the disabled, provides the supplies for its own use, and commands and instructs its own *personnel*.

Supplies are purchased and issued by medical officers, assisted by civilian experts. These supplies consist only in part of medicines and surgical appliances. Medicines are compounded and dispensed by non-commissioned

officers of the Hospital Corps, who are appointed by competitive examination, in which two important subjects are materia medica and pharmacy. Privates receive four months' practical instruction in these branches in companies of instruction. Many sanitary soldiers are graduates in pharmacy and medicine, but the trained military pharmacist has not yet received recognition. That he exists and that he is necessary is almost axiomatic. That he should have a definite standing and position is no less so.

The standing (and to a great extent the pay) of a man in the military service depends upon his rank. All commissioned officers, except chaplains, have certain rank. Combatant titles should be borne only by those who are habitually exposed to the fire of the enemy in action—viz., cavalry, field artillery, infantry and medical corps—and in our service, although combatant titles are given to all commissioned officers, there is a strong sentiment against unduly extending the practice. Hence we have contract surgeons, contract dentists, veterinarians and so forth, who are civilians hired by the month, without commissions or rank. The position is an anomalous one and unsatisfactory in many respects.

The non-commissioned officers are the steward and acting steward—which obsolete titles are soon to give way to first sergeant, sergeant and corporal. The hospital steward is one of the strongest units in the non-commissioned force which forms the backbone of every army. He commands his detachment, is superintendent of his hospital, is pharmacist and surgical assistant. His pay and allowances are greater than those of a second lieutenant on joining, but he lacks the latter's social advantages. There is no class in the army deserving of higher respect than these men, and the Surgeon-General in his last annual report pays a just tribute to their efficiency and devotion to duty.

Midway between the commissioned and non-commissioned officers is the warrant officer. If one hundred of the hospital stewards, our military pharmacists, could be given the warrant rank of hospital quartermaster, with the allowance of a veterinarian and 40 per cent. increase over their present pay, the question would be a question no longer, and the increase in efficiency would prove the wisdom of the step.

THE present status of the negotiations between the wholesale drug trade of New York and the officers of the N. A. R. D., with regard to the adoption of the direct contract plan, will be found clearly outlined in the correspondence which has passed between both parties, and which is printed in full elsewhere in this issue. The action taken by jobbers in other cities is also given in news reports from our regular correspondents.

In publishing a note concerning the use of a solution of formaldehyde in the treatment of septicæmia in our last issue an error was made in stating the strength of the solution. Dr. Barrows used from 500 to 750 Cc. of a mixture of 1 part of formalin (not of formaldehyde) to 5,000 parts of water. Since formalin is a 40 per cent. solution of formaldehyde, this would represent a 0.008 per cent. solution of formaldehyde gas itself.

WHAT OUR SUBSCRIBERS SAY.

Features of the American Druggist that Impress Readers.

EARLY in January the publishers of the AMERICAN DRUGGIST sent reply postal cards to 1,000 subscribers of several years' standing in various parts of the country asking for expressions of opinion for the possible improvement of the journal. The card read:

We are determined during the present year to increase the value of the AMERICAN DRUGGIST to the retail pharmacist to the highest possible limit, and to this end your active co-operation as a subscriber is especially invited. We should esteem it a great favor if you would indicate on the attached reply postal card your preference or non-preference for any of the departments as at present conducted; also express your preference for any feature or features the inclusion of which would in your opinion tend to the improvement of the paper. We shall welcome criticism or suggestions of any kind.

Gratified as we are at the complimentary, nay, flattering, nature of the bulk of the responses made by our subscribers, comment of a critical kind would have been still more welcome. What we desired above all were frank expressions of opinion by subscribers who had convictions founded on experience in the practical use of the several departments of the AMERICAN DRUGGIST. If the utility of these departments was susceptible of improvement or if the general utility of the journal could be increased, this might best be brought about, we thought, by the helpful suggestions and criticisms of our subscribers.

Only a small number of the subscribers addressed have as yet been heard from, sufficient time for the receipt of replies not having elapsed.

WM. MITTELBACH, Boonville, Mo.—The prize essay contest as conducted in your journal last year was the best department in my judgment and I hope you will continue it. It is about the only way you can lure or induce the most practical men in our profession to divulge some of their knowledge.

C. M. FORD, Denver, Col.—The most striking objection to your journal is its silly and persistent advocacy of the N. A. R. D., which every thinking pharmacist knows is in its origin and operation a fake concern. Its Jekyll aims and Hyde policy no longer fool us. Quit them.

F. L. VAUGHAN, Springfield, Mass.—I am well satisfied with your paper. I would urge you to help the retail druggists to induce the manufacturers to adopt the serial numbering and full price plan of their preparations. Hammer away incessantly at this if you would please the majority of us.

FRANK P. ROBINSON, Carrolton, Mo.—I have no complaint to make; all articles so far have pleased me. As I am interested in analytical work, I should like to see some one write on blood examination, uranalysis and similar pathological work. I like the journal, but the Spanish edition doesn't suit me very much. I do not like a journal that I cannot read, advertisements and all.

A. B. HOCHAN, Buffalo, N. Y.—In my opinion the English language is sufficient for an American journal. I don't think the average American cares to search through a publication he subscribes to to find the portion he can read.

ALBERT GREENBERG, Atlanta, Ga.—The AMERICAN DRUGGIST is conducted as well as it can be. While I have no preference for any of its departments, I am very much interested in the foreign department, especially the Spanish. Your market reports are better than any I have ever seen. I wish you much success.

A. HOFFMANN & Co., Cincinnati.—Interest your readers in the necessity of preparing their galenicals with the full strength of active principles that it is intended the preparation should contain and not encourage the making of "elegant" preparations at the expense of medicinal virtue. As an example note

the many formulas which have been suggested for syrup hypophos. comp.

H. M. HITCHCOCK, Redwood Falls, Minn.—We take as much or more interest in Manning's advertising department than in others of the several interesting features of your journal.

W. H. HULL, New Haven, Conn.—I like Mr. Manning's department very much. I consider it superior to any similar department in any other paper. Mr. Dawson's articles have been good. I do not like the tendency you have to favor the proprietary medicine manufacturers in your editorials, but on the whole I like your editorials better than those of any similar paper published.

W. I. BENEDICT, Belding, Mich.—I like your advertising department best and would like more samples of good drug store advertisements.

G. E. COOK, Anderson, Ind.—I should like to see a discussion opened up in your journal on the best way to build up and hold a good paying prescription business, and with it suggestions on how pharmacists may command the best physicians' trade in surgical dressings, private formulas, etc. I do not believe in side lines or the advertising of patent medicines. I am prepared to give my reasons for this and explain how my trade has grown from \$2 and \$10 a day to an average of \$30 without a dollar's expenditure in newspaper advertising.

LOUIS EMANUEL, Pittsburg, Pa.—The AMERICAN DRUGGIST seems to cover every department of pharmacy, its market reports being especially satisfactory, better than any similar report intended for the retail trade. I can suggest only features that may be added with profit to the readers of your journal, but whose inclusion would perhaps lose you the patronage of some of your advertisers if radically carried out. I mean a department of advertising to physicians of U. S. P. and N. F. preparations, including therapeutic notes.

"A. S. E.," New York, N. Y.—For the improvement of your paper avoid giving information to the subscriber as to "making his own." This we consider detrimental to the interests of your advertisers (the real support of a paper). We have never advertised in your paper because we have noted your inclination in this direction. [The writer of this did not have the courage to append his name to the communication.—Ed.]

W. B. BISSELL, Syracuse, N. Y.—I am especially pleased with your price-list department and await the result of your uranalysis contest. I have no unfavorable criticism to make.

GEO. E. THORPE, Syracuse, N. Y.—I regard the AMERICAN DRUGGIST as one of the best helps to success in pharmacy, especially from a commercial standpoint. Its market reports are always carefully scrutinized by me and I note that the means to make our business a more lucrative one are never overlooked by its editors. I wish the AMERICAN DRUGGIST a most successful year.

J. P. WILLIAMS, Wilmington, Del.—"Prices Current" is, I think, one of the most important departments of your valuable paper. A complete and accurate list is greatly appreciated.

S. F. GUERNSEY, Southington, Conn.—Your "Original Package Price-List" is one of the most useful features of your journal. Notes on New Remedies are valuable and should be as complete as possible. General pharmaceutical notes of progress and news are always pleasing and helpful.

J. A. HARRIS, Greenville, Me.—Your paper is all right. Price-lists are valuable.

C. A. POTTERFIELD, Charleston, W. Va.—I have but one objection to the AMERICAN DRUGGIST, and that is the arrangement of its reading and advertising pages. When I tear out the ads. for binding the volume it all comes to pieces and is liable to get mixed at the binder's. I have the AMERICAN DRUGGIST bound from 1877 to 1902, and like it, as you see; but when I am getting ready for the binder I think of the man that arranged its pages.

CHARLES F. FISH, Saratoga Springs, N. Y.—The various departments of the AMERICAN DRUGGIST are very satisfactory and I have no suggestions to offer.

SYKES' DRUG STORE, Paterson, N. J.—We have no criticism to make and but one suggestion to offer—viz.: publish a few

selected formulas in each issue of seasonable articles such as the retail druggist can prepare and put on sale in his store.

J. DEETKEN, Deadwood, S. D.—More news from the West, from Dakota and Wyoming, would interest me.

W. H. BURKE, Detroit, Mich.—If I could suggest any improvement in the AMERICAN DRUGGIST I would retire from the retail drug business to-morrow.

W. M. BRYDON, Amherst, Va.—I enjoy reading the whole of the AMERICAN DRUGGIST. Hard to say which is the best department.

GEO. SIERT, Dixon, Neb.—We like the whole thing.

J. H. STEVENS, Knoxville, Tenn.—Don't care to particularize. Think the journal as a whole is the best published and am well pleased with it in every way. If this is not enough, write what you want and sign my name.

GEO. W. VOSS, Cleveland, O.—I have no suggestions to make, for I see no way of improving your valuable journal. It is up-to-date.

JOHN H. PETTIBONE, Sioux Falls, S. D.—Practical articles is why I subscribe to your publication.

H. F. RUHL, Mannheim, Pa.—I have no suggestions to offer. The AMERICAN DRUGGIST just suits me.

F. C. WEBER, Ambler, Pa.—I have always considered your journal one of the best published and like all its departments. I could hardly tell you how to improve it. Best wishes for your future success.

J. C. SIMMONS, Graham, N. C.—The AMERICAN DRUGGIST is all O. K. as it stands. I am always fully satisfied with its contents.

JOHN LOHMANN, Edwardsville, Pa.—The AMERICAN DRUGGIST is more interesting to me than ever before. I have no suggestions to make at this time. You cover about all that's interesting.

WALKER & GIBSON, Albany, N. Y.—We read all your paper with great interest and do not wish to criticize or make suggestions of any kind.

W. L. CLIFFE, Philadelphia, Pa.—The AMERICAN DRUGGIST keeps me well in touch with the needs of the present day pharmacist, and my knowledge of the management assures me that this policy will continue.

W. M. YEABBY, Durham, N. C.—The AMERICAN DRUGGIST is a periodical of great merit and a great paper to the American pharmacist.

S. V. B. SWANN, New York, N. Y.—The AMERICAN DRUGGIST is in my humble estimation beyond criticism. Extracts from current literature the best feature.

C. N. RIGGS, Buffalo, N. Y.—Allow me to congratulate you upon the present high standing of the AMERICAN DRUGGIST. It is of great value to every retail pharmacist. Full of the brightest and best information to be obtained and suggestions of immense value to the most learned of our profession.

ALBERT H. BRUNDAGE, Brooklyn, N. Y.—Would it not be well to occasionally print some Board of Pharmacy questions of the past, with brief answers? A list of colleges of pharmacy, with accompanying data, might be very acceptable; also historical articles about once a month on the leading colleges.

JOHN P. FRAWLEY, Bangor, Me.—Publish more about side lines for retail druggists and where in New York they can be bought "right" for cash. This is one of the branches that we have to resort to as a life saver. There is nothing to my mind that hurts us so much to-day as the giving by manufacturers of full-sized packages to the physicians. This is the real start of the dispensing doctor. If the manufacturers would confine themselves to literature they would soon kill substitution by competition.

H. J. DIAMOND, Buffalo, N. Y.—We don't think we are as capable of conducting the AMERICAN DRUGGIST as those who are in office now. It furnishes good, solid reading matter all

the way through. For a juicy intellectual beefsteak it can't be beat.

J. W. FIGOTT, Clarksburg, W. Va.—Store Management, Business Building, New Remedies and the Drug Market are the leading departments with us.

O. B. DAVIS, Darlington, S. C.—I am especially interested in Current Prices and consider the AMERICAN DRUGGIST one of the best of its kind.

ED. E. WILLIAMS, Antigo, Wis.—Store Management in general, Window Dressing in particular, interest me most. Would appreciate articles from practical window dressers relating to arranging small windows.

CITIZENS' DRUG STORE, Brookville, Ind.—We appreciate your department on hints to advertisers. We feel it would be more profitable if fuller; also hints for the soda water dispenser. A complete list of formulas would be very valuable.

P. R. STAHL, Centralia, Wash.—The departments in the AMERICAN DRUGGIST of most interest to us are Store Management and Business Building.

W. A. TRAYSER, New London, Wis.—I am well satisfied with the AMERICAN DRUGGIST as at present conducted. Of particular interest to me are your departments Business Building and Store Management.

JAMES H. JONES, New York, N. Y.—I am much interested in Mr. Manning's department, also in Queries and Answers.

C. H. MCCONNELL, Chicago, Ill.—Probably the AMERICAN DRUGGIST could be improved, as nothing in this world is perfect, but it is good enough as it is and I can suggest nothing that would better it.

DROSSEL'S PHARMACY, San Francisco, Cal.—In our opinion your excellent journal could be further improved by omitting the department of Store Management and substituting therefor a department "From Our Foreign and Other Contemporaries," giving excerpts from articles appearing in both foreign and domestic pharmaceutical journals.

DR. J. A. SETTLE, Yukon, Okla.—We like and benefit from Store Management, advertising, practical store formulas and methods; also the uranalysis feature you are now running and all practical business features possible.

ALEX. M. ROBINSON, Bangor, Me.—I like the make up of the AMERICAN DRUGGIST and cannot suggest any improvement on same.

ALBERT WETTERSTROM, Cincinnati, O.—I have no criticism to make except that I think the AMERICAN DRUGGIST is one of the best drug journals published.

Western Appreciation.

[From the Western Drug Record for December.]

The AMERICAN DRUGGIST is publishing interesting and instructive articles on "The New Physical Chemistry," the same being reports of Prof. H. C. Jones' lectures before the Brooklyn Institute. The public is familiar with these new researches through the advertising Professor Loeb has had in connection with his "Life Elixir of Salt." The lectures are well worth careful reading.

Prof. John Uri Lloyd's famous satires, the first of which, "The Mother of Sam Hill's Wife's Sister," was published in the Criterion for September, 1901, are resumed in the January number with the fourth paper of the series, "Sam Hill, Sheriff of Knowleton, Kaintuck," and purports to be related by "Chinnie Bill Smith," the famous story teller of "Stringtown on the Pike." These satires, written exclusively for the Criterion, will be illustrated by Martin Justice, whose character studies are second to none in the magazine field. Professor Lloyd's inimitable style and daring, yet kindly, humor will be a rare treat to Criterion readers. A deeper meaning will be read between the lines of these unusual papers by thoughtful minds. The next paper, "Why a Kentuckian Stands With His Back to the Stove, the Testing of Milinda," by Sam Hill, will appear in the March Criterion and the remaining during the year 1903.

(Written for the American Druggist.)

SPRING IN THE DRUG STORE.

BY C. G. BUCHANAN,

Professor of Commercial Pharmacy, Selo College of Pharmacy, Selo, O.

THE coming of spring presents many opportunities to the retail pharmacist which, if improved, will greatly redound to his advantage, not alone by the money which will flow into his cash drawer, but by an added reputation as a pharmacist and by the number of new regular customers which he will gather to himself as a reward for his thoughtfulness.

The season brings with it a deluge of blood purifiers, nerve tonics, invigorators and similar goods, but it is not alone in the remedial lines that the possibilities for increased gain lie; for spring weather also brings with it an onset of house cleaning, which, while not the most pleasant of things to contemplate, appears to be a necessity in all households, and during its progress there are many articles contained in the average drug store which either are used or are available for use, and it will be greatly to the pharmacist's profit to have such goods prominently before the public during this time.

There may be some few articles which the pharmacist will have to stock especially for the spring season, but they are not many—in fact, the most of them are among his standard goods and it requires but little extra work on his part to have them done up in neat packages handy for retailing; they are almost, if not entirely, self advertising and yield a handsome profit.

There should be ammonia, spirit of turpentine, benzoin, etc., in $\frac{1}{2}$ pint, pint and quart bottles. One or more good furniture polishes are a necessity, and while there may be some favorite brand or brands, which custom requires one to keep, the pharmacist should also have a preparation of his own which he can recommend.

A great many excellent formulas for furniture polishes have been published and can be obtained by any one. The following is given only because it has been found satisfactory as to results, easy to prepare and of little cost:

Butter of antimony.....	3ss
Spirit of turpentine.....	3viij
Linseed oil.....	3viij

On the label special stress should be laid on the fact that in order to get good results vigorous rubbing should accompany the application, and in selling furniture polishes, no matter of what kind, it will be found advisable to impress this carefully upon the purchaser.

Wall-paper cleaners and carpet cleaners should also be featured at this season. Silver polishes, while salable at all times, should, owing to the increased demand at this season, be brought to the front. The good, old-fashioned articles of whiting and prepared chalk and ammonia should be put up in five and ten cent packages, ready to hand over the counter. These goods can all be appropriately advertised by means of window displays.

The sides, back and possibly the top of the window might be lined with old, dirty wall-paper, odd bolts of which are obtainable at any paper store, and, if not dirty enough, they can soon be made to appear so by the use of a little soot and dirt. Half of this paper is to be cleaned so as to demonstrate the good results that can be obtained by the use of the cleaner.

The bottom of the window is to be carpeted with some old carpet of a good cleaning material, so that the cleansed portion will show up well in contrast with the uncleaned

part; a small stand or table, partly polished, might be placed in the window for the display of silver ware in the various stages of cleansing. The remaining space in the window might be used to display the different articles advertised and attention directed to their merits, prices, etc., by means of appropriate price tickets, show cards, etc.

The insecticides should receive attention, including the different insect powders, liquid preparations of a like nature, rat and mouse exterminators, moth balls, coal tar camphor, etc., and be kept well displayed for a time. Many of these, such as corrosive sublimate bed bug poison, should be put up by the pharmacist himself. Most of the powders can be bought in bulk and put up by the pharmacist, thereby greatly increasing his profits.

Some attention should be paid to the disinfectants, which class includes chloride of lime, copperas, carbolic acid, creolin, formaldehyde solution and formaldehyde fumigators, sulphur candles, Platt's chlorides and numerous others. The pharmacist should put up a disinfecting solution of his own make in order to have something which he can push and from which he can reap a good big profit. This solution may contain one or more chemicals and consist either of a mixture, the originating of which calls for a considerable knowledge of chemistry, or of one containing nothing more than a saturated solution of chlorinated lime, iron sulphate, or even a 50 per cent. solution of carbolic acid.

This solution will be found to sell best if it is put up in a pint bottle of some such shape as makes the container appear larger than it really is; say, either a round French square or Blake. A sprinkler top should be used and the labels should be carefully worded and neatly printed or lithographed. The label should call attention to the care spent in the originating and manufacture of the preparation; to its many uses and merits in each case, and give full directions for use. Such a preparation will soon be one of the store's best sellers at all seasons of the year.

As the house cleaning season approaches its close the medicinal and minor surgical lines should receive attention, for such things as court plaster, finger stalls, bandages, cotton, porous plasters, liniments of all kinds, toilet preparations, cough syrups, blood purifiers and many others will certainly sell and sell well if a little attention be paid to pushing their sale.

Color Photography on Paper.—*The Pharmaceutical Journal* prints a note on a recent lecture delivered before the Camera Club, London, in which was described a new process for producing satisfactory photographs in natural colors on paper. Three negatives of the object, taken through red, green and blue color filters respectively, are printed upon a special celluloid film, coated with gelatin and a chromium salt, and developed in warm water, when all the gelatin unacted upon by light dissolves away, leaving a low relief in clear gelatin upon the celluloid base. After being stained up in color baths—the print from the red filter negative in cyan-blue, that from the green in pink, and that from the blue in yellow—the three films, if superposed and viewed as a transparency, exactly reproduce the colors of the object photographed. A special advantage of the process is that the celluloid film does not constitute a component part of the finished prints, since it has been found that if the gelatin relief, soaked in a suitable dye stuff, is laid while damp upon a thin film of soft gelatin upon paper, the whole of the coloring matter will leave the hard gelatin relief and be absorbed by the softer gelatin coating upon the paper. It is only necessary to apply the pink, yellow and greenish-blue films successively to the damp gelatinous paper in order to produce a print in natural colors.

THE VALUE OF THE LLOYD REACTION FOR MORPHINE¹

BY ALBERT WANGERIN,

Of the Pharmaceutico-Chemical Laboratory of the University of Halle.

THE characteristic violet-blue color which is yielded by strychnine when the latter is treated with potassium bichromate and sulphuric acid is also produced when these reagents are added to a mixture of morphine and hydrastine, a fact discovered by Prof. John Uri Lloyd,² and utilized by him in his novel, "Stringtown on the Pike." According to the investigations of Seward W. Williams, this color reaction of morphine is developed with a mixture of hydrastine and sulphuric acid alone without the presence of potassium bichromate, and Williams proposed that this simple reaction for morphine should be known as the Lloyd reaction. For a detailed study of this reaction and a partial investigation of the action of these reagents with other alkaloids we are in-

one of hydrastine containing 0.05 Gm. to each 100 Cc. I also prepared a stronger solution containing 0.25 Gm. per 100 Cc. of the respective alkaloids, both aqueous and alcoholic solutions being made. The desired quantity of each of the alkaloids was then taken up from these separate solutions by means of a graduated pipette, placed on a watch glass, and evaporated to dryness over a water bath. After cooling, five drops of pure, concentrated sulphuric acid were poured on the residue, and intimately mixed with it by stirring with a glass rod for ten minutes, the watch glass being held over a white surface. The accompanying table shows the result of a series of experiments carried out in this way.

It might be suggested that the same results would be obtained if the concentrated acid were triturated directly with accurately weighed quantities of both alkaloids; but, on the other hand, it is quite possible that a portion of the hydrastine might adhere to the glass rod, and thus not participate in the reaction at the right time to produce the

Weight of hydrastine employed.	Weight of morphine hydrochloride employed.			
	Gm. 0.001.	Gm. 0.002.	Gm. 0.005.	Gm. 0.01.
Gm. 0.001..	After 5 or 10 minutes very pale dull pink.	After 5 or 10 minutes pale dirty pink.	After 5 minutes pink; after 10 minutes bluish pink to dull violet.	After 5, and even more clearly after 10, minutes bluish pink.
Gm. 0.002..	After 5 minutes dull pink; after 10 minutes dirty pink to dirty light violet.	After 3 minutes clearly pink; after 10 minutes pink to light violet, with tendency to blue.	After 4 or 5 minutes clear pink, somewhat shot with blue on the margin; after 10 minutes reddish violet center and bluish violet layers on the margin.	After 4 or 5 minutes somewhat pink streaked with blue; after 10 minutes dull bluish pink.
Gm. 0.005..	Through yellow and dirty yellow, after 5 minutes olive; after 10 minutes dirty brownish violet on standing.	Through yellow and brownish yellow, after 5 minutes brownish violet; after 10 minutes brownish violet center with somewhat bluish violet margin.	After 5 minutes bluish pink; after 10 minutes clear reddish violet center, the thin marginal layers showing bluish violet to amethyst in color.	After 5 minutes bluish pink; after 10 minutes bright reddish violet center with a bluish fluorescent border.
Gm. 0.01...	After 5 minutes brownish olive; after 10 minutes dirty brownish violet center with dirty bluish violet outer.	After 5 minutes dirty violet; after 10 minutes turning toward a reddish brown violet, a most clear center, with a margin of bluish violet to amethyst on the outer margin.	After 5 minutes pink shot with blue; after 10 minutes red-streaked center with bluish violet to amethyst margin.	After 5 minutes beautiful bluish-red on the margin; after 10 minutes bright reddish violet center, thin marginal layers streaked with blue.

debted to Joseph L. Mayer,³ in whose opinion "Lloyd's reaction, on account of its sharpness and its ease of application, is worthy of a place among the alkaloidal color reactions."

In an effort to utilize the Lloyd reaction for the identification of morphine or hydrastine in toxicological analyses I have observed that both in the shade of color produced and in the intensity of the color the results of the reaction vary materially, and that for the most part the results are indistinct, but little characteristic, and often entirely lacking, even in cases where the alkaloid can be readily recognized with other reagents. I have, therefore, subjected the Lloyd reaction to a series of control tests with pure preparations made by Merck, in which the two alkaloids were used in varying quantities, but only in such small quantities as they would probably be found in the ordinary toxicological examinations. These tests were carried out in the following manner: I prepared a solution of morphine hydrochloride and also

desired results, and so introduce a possible source of error.

From the accompanying table it will be seen that the Lloyd reaction yields only a pale and indistinct pink to dark violet color with very small quantities of morphine and hydrastine. When the quantity of either or both alkaloids is increased the reaction becomes more distinct, though the particular shade of color produced varies as the proportions of the respective alkaloids vary to each other, being sometimes bluish-pink, then brownish-violet, or again bright reddish-violet, etc. From my own observations I should say that the reaction is not really characteristic except with from 0.005 to 0.01 Gm. of morphine, and 0.002 to 0.05 Gm., or even 0.015 Gm. of hydrastine. The correct color tone with these quantities is from pale reddish-violet to a bright violet-red with a more or less bluish-violet tone in the outer layers. As has been already ascertained by J. L. Mayer, this coloration is somewhat more permanent than the similar reaction of strychnine, but after 15 or 20 minutes the color begins to fade out on the edges, and after the lapse of a few hours turns to a more or less greenish or olive hue.

In toxicological analyses morphine is not obtained in

¹ Translated for the AMERICAN DRUGGIST from the *Pharmaceutische Zeitung*, of Berlin, for January 21, 1903.

² Compare *Jahresbericht der Pharmacie*, 61 (1901), I, 337.

³ In a paper read at the annual meeting of the New York State Pharmaceutical Association for 1901, and published in the AMERICAN DRUGGIST for July 22, 1901, p. 39.

the degree of purity in which it was used in the reactions above described, and the Lloyd reaction is therefore interfered with. Furthermore the quantity of alkaloid available for this particular test in toxicological research is often smaller than 0.005 Gm., and is therefore insufficient to cause a sharp, clearly defined reaction. Finally, it is not often the case that both alkaloids are present in the requisite proportions to produce a proper color. On all of these grounds, therefore, I do not consider the Lloyd reaction as available in toxicological analyses for the identification of hydrastine or of morphine. If, however, considerable quantities of these preparations are to be identified as morphine or as hydrastine, the use of the Lloyd reaction is to be highly recommended. It also seems to me to be well suited for a lecture demonstration.

It is worth while to record the fact that apomorphine hydrochloride produces almost exactly the same reaction with hydrastine and sulphuric acid as does morphine, while very small quantities, or a considerable excess of hydrastine produce a less characteristic color reaction with morphine, as little as 0.005 to 0.01 Gm. of apomorphine hydrochloride, with 0.005 to 0.01 Gm. of hydrastine, and five drops of concentrated sulphuric acid gives a very beautiful, intense, blue-violet color on the margin, shading to a bright reddish-violet to cherry-red color in the center. The Lloyd reaction when carried out with apomorphine begins to fade out after eight or ten minutes, a yellowish-green to green zone making its appearance first on the edge, and gradually occupying the whole of the field.

GALENICAL QUERIES ANSWERED.

In the January number of the *Bulletin of Pharmacy*, Professor Ruddiman, of Vanderbilt University, Nashville, puts a number of queries connected with the practical work of dispensing and manufacturing by the pharmacist and appends answers framed, like the queries, by himself. The subjoined are printed under the heading

DISPENSING WHYS.

Why does zinc chloride frequently not give a clear solution with water? On account of a basic chloride which can best be gotten rid of by filtering through asbestos or glass wool.

Why can iron spatulas sometimes be used without danger of darkening the ointment in making ointment of tannic acid? If the ointment base is fatty, and there is no solvent for tannic acid, there will be no darkening.

Why should heat not be used in making ointment of tannic acid? If the mixture is heated only a little above the melting point of lard the acid becomes sticky and forms tough masses that cannot be distributed through the base.

Why is rose water used in cold cream instead of enough oil of rose to perfume? Water makes the ointment more soft and creamy.

Why should a horn spatula be used in making an ointment containing salicylic acid? If an iron one were used the iron might be attacked slightly, causing a pinkish color due to the formation of salicylate of iron.

Why put decolorized tincture of iodine, N. F., into a cool place before filtering? To aid the precipitation of sodium tetrathionate.

Why, in making tincture of ipecac and opium, is the tincture of opium evaporated to 800 Cc. instead of 900 Cc., which would give 1,000 Cc. with the fluid extract of ipecac? Filtration of the mixed liquids is necessary, and

evaporation is carried to 800 Cc. to allow washing of the filter.

Why are the ingredients in compound tincture of benzoin digested at 65 degrees C. instead of macerating for seven days? To shorten the time of making. Indeed, many of the other tinctures made by long maceration might better be made by digestion.

Why should santonin and preparations containing it be put into containers protecting it from the light? Light causes santonin to become yellow.

Why is santonin better than the sodium santoninate which was formerly official? Because it is not so soluble, so irritating, or so readily absorbed.

Why should the ingredients of an effervescent powder not be triturated in a mortar after being mixed? Trituration is liable to cause reaction with liberation of some carbon dioxide.

Why is it better to mix sugar and sodium bicarbonate together before mixing with the acid? The tendency to reaction is lessened.

Why is hydrochloric acid used in purifying talcum? It forms soluble compounds with many of the impurities, leaving the magnesium silicate.

Why is syrup of lime boiled in a copper or tinned-iron vessel instead of glass or porcelain? The hot alkaline solution would be liable to attack the glass or porcelain.

Why, in hardening cacao butter suppositories, must care be used not to get too much of the hardening agent? Since the base does not dissolve in the alimentary canal, but melts, the melting point must not be above the temperature of the body.

Why is musk first rubbed with water in making tincture of musk? Water dissolves out more of the extractive matter than alcohol.

Why is tincture of nux vomica made from the extract? It gives a more uniform product, the extract being assayed.

Why, in making laudanum, is opium macerated 12 hours with water before adding the alcohol? Water is a good solvent for the active principles and it disintegrates opium better than alcohol.

Why must the aqueous opium extract and ether not be shaken vigorously in making deodorized tincture of opium? If shaken vigorously an emulsion will be produced which requires a long time for separation.

Why is potassium carbonate used in aqueous tincture of rhubarb? It is alkaline and prevents the precipitation of resinous matter.

Why is white wine used in preference to red wine in making medicinal wines? It contains less tannin and consequently has fewer incompatibilities.

Why is wine fortified with alcohol in making medicinal wines? To make the preparations more permanent.

Why is ferric hydrate objectionable as a detannating agent for wine? Wine contains some potassium acid-tartrate, and this dissolves a little iron.

Why is it necessary to treat zinc sulphate with alcohol in order to determine the presence or absence of free acid? The salt itself is acid, but it is not soluble in alcohol, while the free acid is.

MAILLARD'S COSMETIC VINEGAR.

	Parts.
Diluted acetic acid.....	1,000
Alcohol	2,000
Tincture of tolu.....	40
Tincture of benzoin.....	15
Bergamot oll.....	15
Lemon oil.....	45
Lavender oil.....	15
Rosemary oil.....	5
Tincture of musk.....	5
Rhattany root.....	4

FAVORITE FORMULAS.

ANISETTE.

Anise oil.....	drops xvij
Alcohol	Gm. 500
Syrup	Gm. 625
Water	Gm. 500

ANTISEPTIC DENTIFRICE ELIXIR.

Thymol	Gm. 0.13
Glycerin	Gm. 62.20
Alcohol	Gm. 77.75
Castile soap.....	Gm. 7.68
Acid carbollic.....	drops v
Sassafras oil.....	drops viij
Geranium oil.....	drops viij
Eucalyptus oil.....	drops iij
Calamus oil.....	drops v
Pinus pumilio oil.....	drops xx
Distilled water, q. s.....	ad. Gm. 500

ANTISEPTIC VINEGAR.

Acid salicylic.....	Parts. 300
Aluminum acetate.....	300
Tinct. eucalyptus.....	1,000
Tinct. verbenia.....	9,000
Tinct. lavender.....	1,000
Tinct. benzoin.....	100
Acetic acid.....	1,000
Mix, macerate two to three days, and filter.	

ATHENIAN WATER.

Sodium borate.....	Gm. 1.50
Dissolved in:	
Glycerin	Gm. 30
Cologne water.....	Gm. 20
Tincture of soap bark.....	Gm. 50

ESSENCE OF MOSS ROSE.

Otto of rose.....	3iss
Essence of ambergris.....	3iss
Essence of musk.....	3i
Alcohol	3xv
Rose water, concentrated.....	3x

CORNICIDE FOR CORNS.

Extract cannabis indica.....	Parts. 1
Acid salicylic.....	10
Turpentine	5
Dissolve and add:	
Collodion	82
Acetic acid.....	2

DENTAL VINEGAR.

Pellitory root.....	Gm. 20
Gualac resin.....	Gm. 20
Cinnamon bark.....	Gm. 2.50
Cloves	Gm. 2.50
Tincture of cochlearia.....	Gm. 100
Vinegar	Gm. 350
Digest and filter, then add:	
Tincture of lac.....	Gm. 100

DENTENAMEL.

Saccharin	Gm. 1.4
Sodium bicarbonate.....	Gm. 1.50
Calcium carbonate precip.....	Gm. 350
Magnesium carbonate.....	Gm. 10
Powdered soap.....	Gm. 30
Powdered orris.....	Gm. 30
Thymol	Gm. 1.50
Rose geranium oil.....	drops xxx
Wintergreen oil.....	drops xxx
Carminc	q. s.

DENTINE WASH.

Almond soap.....	Gm. 50
Glycerin	Gm. 120
Alcohol	Gm. 180
Distilled water.....	Gm. 180
Peppermint oil.....	Gm. 1.30
Wintergreen oil.....	Gm. 2
Clove oil.....	Gm. 0.8
Tincture of vanilla.....	Gm. 15
Solution of carmine, N. F.....	q. s.
Soap bark.....	Gm. 30

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

Employer and Employee; Their Duties and Relations.
(Continued.)

THE DIVISION OF LABOR.

AS a basis for systematizing the labors of the working force of the pharmacy the work might be divided into routine, general and special work.

Under "routine work" would be included all tasks and duties performed at stated intervals—each day, week, month or year; "general work" all that intended to be done as occasion required in connection with the "keeping up" and display of the stock; while "special work" would mean the performance of some duty that must needs be completed without interruption, and in which the operator ought not to be interfered with except under extraordinary circumstances.

Special work, then, includes the higher and more important duties of the working force or staff, as waiting upon a customer, making change, entering a charge, preparing a prescription, checking, analysis, etc.; also any special task ordered done by the manager, or which he has required to be done, the employee being, for the time, released from regular duty to give his entire attention to the special task.

General work is meant to include all manufacturing—stock galenicals, dispensing solutions, special preparations, bottling and packaging goods for retailing, putting up specialties, bringing stock forward, filling up shop containers, checking off and putting away new goods, arranging displays of goods in the showcases, wall cases, or counters and in the show windows, and the like.

Routine work refers to those tasks concerned with the cleanliness of the store—sweeping, dusting, washing, polishing and scrubbing, although in addition to these it includes the accounting and other office work, and the care of the prescription files.

Each employee should begin his day's work by performing his routine tasks. These finished, he should turn to general work, dropping either for whatever special duties may present themselves and going back to the task engaged upon as soon as released from special duty. Employees should be expected to keep on their feet and actively at work during the day. In the evening, after returning from the last meal of the day, no other work save waiting upon customers should be undertaken, the employees being left free either to sit and read, or study, except for such interruptions as the exigencies of business require. Where there is more than one registered clerk, the clerks should take turns in serving customers, the juniors not being called upon unless all the registered men are busy; thus allowing the juniors more time for study and comparative freedom from interruption.

THE IMPORTANCE OF THE CUSTOMER.

One of the fundamentals that every employee should get firmly fixed in his mind is that "the most important thing in the drug store is the customer." The quicker and harder a clerk gets this truth fixed in his head, the more use he will be to his employer and to himself. It is

the customer for whom and by whom the whole establishment exists, the central sun around which everything else connected with the business revolves. The fine fittings, the extensive stock, the comfort and cleanliness of the well-ordered store, are not merely the expression of the æsthetic taste of the proprietor, nor are they intended solely for the comfort and convenience of the employees. All, from the door-mat to the prescription-file, is for the comfort, pleasure, convenience and safety of the customer.

It is the customers' money that pays the rent, keeps the lights burning, pays the clerks their wages and the employer his profits. Therefore the fact should always be kept in mind that the most important thing in the business is the customer just entering the door. At once leave the work in hand and step forward to welcome and cheerfully attend to the customers' wants, serving them with a cheerful alacrity that will make them feel that they are welcome, and that you are glad of an opportunity to be of service to them.

We lay particular stress upon this point because of the fact that the most prominent fault of the average clerk, as seen in a business experience of many years, is a careless indifference and dilatoriness about the serving of customers. Good salesmanship, which is mainly the art of pleasing a customer, seems to be almost a lost art, and it is a rare thing to find a clerk who is at once a well educated pharmacist and a good salesman; a condition of things with which the "professional" idea, as taught in some of our colleges, has something to do. The young college graduate, unless a particularly level-headed chap, becomes rather too much puffed-up with his new-found dignity and is too liable to "give himself airs" with customers. Much of the natural aptitude that he formerly had for making an agreeable impression has been lost in his two years of laboratory training, and the study of good salesmanship now smacks too much of "commercialism" to receive much of his attention.

Customers should be waited upon with all possible promptness and dispatch; as soon as a customer enters the door, if there is no clerk behind the counter ready to serve him, one should step forward at once, so that the customer may not be kept waiting a moment, or, if unable to do this, call out, "In a moment, please," or something similar, to assure the customer that he is not being neglected, and upon reaching the customer an apology should always be offered for the delay.

DUTIES OF FIRST AND SECOND CLERKS.

The first clerk should be on duty in the front store at all times—except when some special duty calls him into the laboratory—occupying his time with the routine and general work of the front of the establishment, except when engaged in serving customers.

The second clerk should spend the greater part of his time in the laboratory, preparing prescriptions as they are handed in, and when not engaged with these attending to and overseeing the routine and general work of that part of the establishment; at the same time he should keep an eye on the store and be ready to serve customers whenever the store clerks have more than they can attend to, and, likewise, the first clerk should assist with prescription work when necessary, so far as he can without neglecting customers. In all cases he should check off the prescriptions prepared by the second clerk and *vice versa*.

STOCK KEEPING.

To the first clerk should be delegated the important duty of stock keeping. This is too important a matter in the drug store to be left to a minor clerk or allowed to take care of itself. Some one person connected with the

business should know the stock thoroughly; what articles are on hand, where they are kept, their cost and selling price, the quantity usually bought and the rate it is selling at, so as to judge of the advisability of buying in greater or less quantities.

There is none other so well fitted for this duty as the head clerk. He sells the greater amount of goods, and knows more about the salability of the various articles than any other one person in the establishment. The proprietor should always consult him as to the quantities to order and get his ideas on the salability of any new line of goods.

To acquire a complete knowledge of the stock, it is necessary that the head clerk check off and put away all new goods as received; bring forward all stock from the reserves in store; keep the price book and arrange the displays of goods in the store and windows. In a very large business he may simply oversee these things, with the exception of checking off the bills and keeping the price book.

To do this it will be necessary to adopt some such routine as follows: In ordering goods a duplicate of the order should be made and kept on hand for reference, the copies being kept together on an "order file," so that a reference to this file may show just what goods were ordered. One or more want books should be kept, separate books being provided for goods bought "direct" from manufacturers. When goods arrive, they should be unpacked by the porter, while the head clerk checks them off from the copy of the order and puts them away; such stock as cannot be accommodated in the store and laboratory being put with the reserve stock. Every morning the clerk should look over the store and laboratory stocks and bring forward from the reserve whatever may be necessary to fill up the vacancies caused by the sales of the day before and put on the "want" list whatever is needed, a routine duty that takes about one hour's time in a hundred-dollar-a-day business.

Handling the stock over in this way one grows familiar with everything in it, becomes an authority on prices and a good judge of the salability of a new article. When a bill for goods arrives it is checked off from the copy, each article is entered up in the price book, date, quantity, who bought of, and price being noted, and such articles as were laid aside on account of the selling price being unknown are marked and put away.

As an auxiliary to this price book, which should be kept in the store for instant reference, a small price book should be kept on the prescription counter containing particulars regarding the cost and selling prices of such articles as are used in prescription work, for the purpose of a guide in pricing prescriptions, and thus do away with the necessity of marking each container besides effecting economy in time.

In formulating a routine of hours and duties, the manager of the business should be guided by the seniority of the different employees. The first or head clerk should have, after the manager, his choice of meal hours, days off and vacation period, the second clerk the next choice, and so on. A manager should be careful of granting favors off-hand to employees. As a rule, it is best to take the matter under consideration when a clerk requests a change in his meal hour or day off, or extra time off, as it frequently happens that the granting of some seemingly simple favor without thought has done injustice to or interfered with some of the other employees; as, for instance, where an employer changed the day off of a clerk who had been with him but six months, and thereby offended his head clerk who had been in his employ for many years. The latter felt that his employer had been thoughtless and unjust to him.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

The Reaction of Quinine and Quinidine.—Hirschsohn (*Pharmaceutische Centralhalle*, July, 1902) gives the following reaction for quinine and quinidine: If a drop of a 2 per cent. solution of hydrogen dioxide be added to about 10 Cc. of a solution of quinine or quinidine sulphate, and if a drop of a 10 per cent. copper sulphate solution be stirred into the liquid, and the mixture boiled, a raspberry red color is produced which gradually passes into violet and blue and green. Aloes also gives a red color, which, however, does not change on boiling. The presence of alcohol must be avoided in producing this reaction.

The Identification of Pilocarpine.—Helch (*Union Pharmaceutique*, September, 1902) announces the discovery of a color reaction for pilocarpine, which previously had no known reaction of the character described. It is based upon the action of a mixture of chromic acid and hydrogen dioxide. It is well known that if a dilute solution of chromic acid be mixed with hydrogen dioxide, perchromic acid is formed, which can be shown by shaking with ether, the latter assuming a beautiful blue color. If the ether be replaced with chloroform or benzin these fluids do not change color, but if the solution contained a trace of pilocarpine hydrochloride, they assume a violet or blue tint. In practice the reaction is executed as follows:

One or two centigrammes of pilocarpine hydrochloride are mixed with a little water and 1 or 2 Cc. of hydrogen dioxide solution, which should be acid in reaction. Two Cc. of benzin and a few drops of very dilute solution of potassium bichromate, 3:1000, should be added, and the whole shaken and allowed to stand. The benzin assumes a violet color. No other alkaloid produces this reaction. Pyridine produces a violet color, quinoline salicylate gives a dirty violet, while antipyrine, salipyrine and migrainine produce a blue color. In order to avoid confusion resulting from this similarity, the following supplementary test may be performed. The colored benzin is decolorized by shaking with water acidulated with sulphuric acid, the aqueous layer is decanted, and is again shaken with benzin and potassium bichromate. If pilocarpine is present the benzin will not longer be colored, but will be colored a second time if there be any antipyrine, pyridine, or salipyrine in the solution tested.

The Incompatibility of Aspirine and Sodium Bicarbonate.—M. Rousseau (*L'Union Pharmaceutique*, November 15) had occasion to prepare the following prescription:

Aspirine	0.30
Exalgine	0.10
Sodium bicarbonate.....	0.20

In one wafer. The powder contained in these wafers had become black at the end of a few days and had assumed a semifluid consistence. In order to find out the cause of these changes, Rousseau mixed separately aspirine and exalgine with sodium bicarbonate. He found that the mixture of exalgine and sodium bicarbonate did not show anything unusual, but that the mixture of aspirine with the same salt gave a thick syrupy mass which had become acid in reaction within a few hours. Aspirine is acetyl-salicylic ether, and in the presence of sodium bicarbonate there is in the first place liquefaction, which is a mere physical phenomenon, and besides an acetyl group is liberated, so that we have to deal with a saponification of acetyl-salicylic ether by sodium bicarbonate.

A New Method of Detecting Turmeric.—Albert E. Bell, F.I.C., F.C.S., in a communication to the *Pharmaceutical Journal* records the fact that in the course of the examination of a complex powder he observed that on adding to the latter a few drops of diphenylamine reagent a fine purple coloration of great intensity was produced. This coloration on further investigation proved to be due to the action of the diphenylamine on the turmeric contained in the powder under examination.

He has treated a large number of vegetable powders with this reagent, and, as in no instance was any similar color reaction observed, it occurred to him that it might be turned to practical account in the detection of small quantities of turmeric when used as an adulterant. Experiments were accordingly made when it was found that

1 part of turmeric in 200 parts of Rhubarb
1 part of turmeric in 1,000 parts of Mustard

could readily be detected.

The test is applied as follows: A drop of the reagent is placed on a clean microscopic slide by means of a glass rod, a small quantity of the powder under examination is spread evenly over the entire surface of a cover glass, and carefully dropped into the reagent on the slide.

The slide is then examined microscopically with an inch objective, when, if turmeric be present, spots of a fine purple color will be observed scattered throughout the field of vision. The number of these purple spots can be employed in estimating approximately the amount of the drug present by comparison with standard specimen slides containing a known percentage of turmeric.

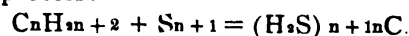
The reagent consists of pure diphenylamine, alcohol 90 per cent., and pure sulphuric acid:

Diphenylamine	Gr. 1
Alcohol, 90 per cent.....	Cc. 20
Pure sulphuric acid.....	Cc. 25

The diphenylamine is dissolved in the 90 per cent. alcohol, and the sulphuric acid is then carefully added. On cooling the reagent is ready for use.

In comparing the relative merits of this, with those of the boric acid test for turmeric, Mr. Bell says that the diphenylamine test is: (1) Much more delicate, (2) more conveniently applied, (3) requires less time to perform.

Apparatus for the Immediate Production of Hydrogen Sulphide.—M. Eugene Prothiere, of Paris (*L'Union Pharmaceutique*, December) suggests a method of manufacturing hydrogen sulphide for laboratory purposes by the action of sulphur upon petrolatum. Reinsch long ago pointed out that this gas could be manufactured by the action of sulphur upon lard, and later Gallely showed that the process could be improved by substituting paraffin for lard. It occurred to the author to try petrolatum, which is perfectly odorless and easily handled, instead of paraffin for the same purpose. Petrolatum is a mixture of saturated hydrocarbons, and at least theoretically it can so combine with sulphur that its hydrogen will form sulphuretted hydrogen and its carbon residual charcoal. The following reaction perhaps illustrates this process:



A mixture of 70 Gm. of sulphur and 30 Gm. of petrolatum must be used. A mixture thus proportioned, if heated in retort, immediately gives off hydrogen sulphide. Perfect combustion does not take place, however, and only one-half or even one-quarter of the theoretical amount of the gas was obtained by this method. The

residue, instead of being pure charcoal, was more or less tarry in consistence. About 25 litres of the gas per 100 Gm. of the mixture may be obtained. The apparatus which the author devised for the purpose consists of a glass flask under which a burner furnishes heat, and which is connected by means of a glass and rubber coupling to a T-shaped hard rubber tube which plunges into a bottle and emerges to be continued into a descending arm that terminates in a glass receptacle. Stop cocks are provided at all the bends of the tube, so that the flow of gas may be regulated. The mixture is placed in the flask and the gas is collected in the bottle. When needed the distal arm of the T-shaped tube is opened and the gas wanted is allowed to escape. A little ammonia is kept in the bottom of the bottle, and the gas is allowed to pass through it on its way outward. A simple closing of the stop cock and a removal of the heat stops the operation, and the gas is kept in the flask without escaping into the air of the laboratory.

Urotropine in the Urine.—According to Schering (quoted in *L'Union Pharmaceutique* for October) a characteristic reaction in the urine for urotropine may be obtained by means of a saturated solution of bromine in water, consisting of 10 parts of bromine and 90 parts of water. A few drops of this solution added to a urine that contains urotropine, but which is free from albumin will produce an orange-colored precipitate which dissolves on shaking the test tube, and is formed again on addition of an excess of the reagent. The urine must be cold, for warm urine gives the reaction only with an excess of bromine water. The urine may be filtered through charcoal previous to applying this test. The precipitate thus obtained resembles that obtained with urine containing albumin on addition of bromine water. The latter precipitate, however, coagulates on heating, while the former dissolves on the application of heat.

Researches on the Sterilization of Catgut. By Dr. E. Rousseau. (*L'Union Pharmaceutique*, December).—Repin suggested the use of the vapor of absolute alcohol or of amylic alcohol under pressure at 120 degrees, but it was found that the catgut thus sterilized very easily breaks when used. In order to obviate this difficulty the catgut was immersed in a solution of silver nitrate (25 per cent.) which is said to restore to the threads their original elasticity. The author undertook the present research with a view of determining the best method of sterilizing catgut without heating it above 100 degrees C. He tested the effect of acetic and trichloroacetic acids, creosote, oil of cloves, salicylic and carbolic acids, menthol, camphor, thymol, beta naphthol, chromic acid and oil of turpentine upon catgut. At first these substances were vaporized, and the effects of their vapors on the gut were carefully observed. The vapors of chromic and acetic acids were found too destructive, and were therefore rejected. Before sterilizing the catgut of commerce must be deprived of its fat, which is accomplished in the following manner: The catgut is washed in a luke warm 10 per cent. solution of sodium carbonate by soaking the threads therein for an hour. It is then washed in water, immersed for an hour in 95 per cent. alcohol and for six hours in chloroform, and finally dried in an incubator or thermostat at 30 degrees C. A series of glass tubes of proper sizes were then supplied, with a small amount of each of the antiseptics named, so that the bottom of the tube was covered and the threads of catgut were suspended in the tube in such a way as not to touch the antiseptic. The tubes were securely closed with rubber stoppers, placed in a water bath and kept at a temperature of from 95 to 100 degrees C. for six hours. In order to test

the efficiency of the antiseptic vapors, some of the threads were infected purposely with cultures of virulent septic germs (*staphylococcus aureus* and *pyocyaneus*) and kept on the water bath for six hours. The catgut was then removed aseptically from the tubes, was immersed in 90 per cent. alcohol, then in sterilized water and finally in tubes of sterilized culture bouillon with glycerin. This treatment removed the vapors with which the catgut was impregnated, so that the spores of the germs, if any were present, could develop in the bouillon. In spite of all the measures taken, when these last cultures were placed in an incubator to grow for 48 hours, it was found that the tube with carbolic acid showed turbidity (growth of germs) in 12 hours; that of camphor in six hours, etc. Further researches are needed, but the difficulty of completely sterilizing catgut is certainly great.

A Practical Method of Testing Mercurial Ointment. By Dr. Gaston Pegurier. (*L'Union Pharmaceutique*, November 15).—Gay, of Montpellier, proposed a very simple method of testing the quality of mercurial ointment. He filled a jar with a standard mercurial ointment, weighed it and noted on the label the weight of the ointment which it contained. The same jar filled with the ointment to be tested must weigh the same if the ointment has been properly prepared. This method is simple enough, but it is by no means accurate, for the amount of ointment that goes into a jar is, as every one knows, subject to great variations, due to the consistency of the ointment, the effect of temperature, etc. The author proposes the following method instead of that devised by Gay: He first determines that the ointment does not contain any foreign substance, such as charcoal, manganese dioxide, and compounds of heavy metals added to add weight to it, and for this purpose he heats the ointment to a red heat in a capsule, when there must be no residue left. If this preliminary test does not show any foreign substance, about 50 Gm. of the ointment are heated in a capsule to a moderate heat, and after it has melted, exactly 30 Cc. are measured in a graduate, which has been carefully tarred. After cooling the graduate and its contents are placed on a scale and weighed. After deducting the weight of the container we have the weight of 30 Cc. of the ointment. If it is known that 30 Cc. of ointment prepared according to the Codex weighs 45 Gm., then it is easy to compare the weight of the ointment tested and to see whether it weighs the same.

Tribasic Sodium Phosphate.—H. B. Eigelberner describes (*Am. Jour. Phar.*, Dec.) the chemistry of this substance, which is being extensively used in this country at the present time as the active agent in a number of so-called boiler compounds, designed to prevent the baking into crusts of the alkaline earth carbonates and sulphates; it is also used to some extent as an addition to the water used in laundries, especially where hard water is used. According to the writer the consumption varies between 3,000,000 and 5,000,000 pounds annually. The ingredients used in its production are phosphate rock, sulphuric acid, soda ash and caustic soda, the chemical formula being $\text{Na}_3\text{PO}_4 \cdot 12\text{H}_2\text{O}$.

LUBIN'S COSMETIC WATER

Alcohol	Gm. 175
Tincture of orris	Gm. 70
Tincture of tolu.	Gm. 35
Tincture of musk	drops xxv
Lavender oil	drops xxx
Bergamot oil	Gm. 2.50
Clove oil	Gm. 2
Ylang Ylang oil	drops 1j

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Chloral in Hydro-Alcoholic Mixtures.—F. H. B. writes: "The subjoined prescription was prescribed, dispensed and administered. After taking the first dose, and with every subsequent dose, the patient complained of a severe burning pain in the pit of his stomach, which caused great prostration lasting about an hour. The mixture was returned and was found to be filled correctly as written. This is the prescription:

Chloral hydrate.....	3iij
Syrup	3ij
Tinct. cinchonæ.....	3i
Tinct. gentian, q. s.....	3iij

"M. et Sig.: One teaspoonful four times a day, or every hour, if necessary.

"Please be good enough to inform me of the reaction which takes place in this mixture and causes the untoward effects complained of. The medical attendant was afraid that the patient would die from the effects of the sixth dose, which was given several hours after the fifth, and he suspected that a mistake had been made in filling the prescription. Three different persons who tasted the mixture complained of the burning sensation on their tongues."

With alcohol in the presence of sugar and certain salts in solution chloral hydrate is converted into chloral alcoholate, which separates as an oily liquid, which will either sink to the bottom or rise to the surface of the mixture, its place depending upon the density of the liquid of which it forms a part. The harsh and irritating action of the mixture in question can be ascribed to but one cause, and that is the formation of chloral alcoholate in the manner stated. Ruddiman says that a further addition of alcohol may cause the liquids to mix, but this, in our opinion, would be unlikely to mitigate the harsh and disagreeable action of the chloral alcoholate.

The prescription as it stands furnishes fresh evidence of the prevailing ignorance among physicians with regard to drug incompatibilities, a subject which has been recently ably discussed by a physician himself in a paper read before the New York State Medical Association and published in the AMERICAN DRUGGIST for January 12. The physician who wrote the prescription in question should be gently advised to separate his sedatives from his tonics and prescribe them apart.

Hoff's Consumption Cure.—E. W. L. makes inquiry as to the ethical character of the preparation which is sold under this name. He is under the impression that some quackery attaches to the exploitation of it and asks to be informed as to its character.

The original prescription of Professor Hoff, of Vienna, has been preempted by more than one proprietary medicine concern, who exploit the remedy for the money there is in it. Any quackery attached to it belongs, therefore, to these concerns, and to the newspaper which converted Professor Hoff's original publication of his discovery into an advertisement for itself, rather than to Professor Hoff's prescription. The ingredients of the prescription and the proportions in which they are used have been previously given in the AMERICAN DRUGGIST, but it will do no harm to repeat the formula, which is:

Arsenious acid.....	Gm. 0.1
Potassium carbonate.....	Gm. 0.2
Cinnamic acid.....	Gm. 0.8
Distilled water.....	Gm. 5

Dissolve in a flask with the aid of heat and add

Brandy	Gm. 2.5, and add
Extract of opium.....	Gm. 0.3, dissolved in
Distilled water.....	Gm. 2.5

After making a solution of the whole, filter. The directions are:

"At first take 6 drops after dinner and supper, gradually increasing to 22 drops."

This formula has received a good deal of newspaper notoriety, but it contains nothing startlingly new. Arsenic has frequently been employed to meet certain conditions in tuberculosis, while cinnamic acid has had quite a vogue during the past ten years, its use in the treatment of tuberculosis having been first proposed by Professor Landerer. In publishing the formula some of the newspapers have blundered in the use of the decimal, using one-tenth the quantity of water originally prescribed, and this fact has been taken advantage of by certain enterprising individuals, who have attempted to convey the impression that its manufacture required certain mysterious knowledge not in the possession of the average pharmacist.

Board Questions Criticised.—B. E. Pritchard, of McKeesport, publishes in the organ of the Western Pennsylvania Retail Druggists' Association some interesting correspondence regarding two prescriptions which applicants for registration before the Pharmaceutical Examining Board of Pennsylvania were asked to criticise at a recent examination. The prescriptions follow:

I.

Tinct. opii.....	3ij
Mist. cretæ, q. s.....	ad. 3ij

Sig. A teaspoonful after each movement of the bowels.

II.

Quin. sulph.....	gr. xxx
Sodii salicyl.....	gr. xxx
Syrup aurantii.....	3iv

Sig. A teaspoonful every three hours.

The apparent simplicity of these examples puzzled many of the applicants, who were in a quandary as to what possible criticism could be made. Mr. Pritchard referred the prescriptions to several prominent pharmaceutical authorities, and the opinions expressed by his correspondents make interesting reading. Thus Professor Remington said with regard to prescription No. 1 that he saw nothing remarkable in the prescription to criticise, and added: "Two ounces of chalk mixture would mean 16 teaspoonful doses; 120 minims of tincture of opium, divided by 16, would be 7½ minims for each dose. Now nothing is said about the age of the person or child. Eight minims would be a pretty full dose for a two-months-old baby, but very little for a man; however, it is quite common to give a prescription of this sort in order to see whether a student knows anything, and he is expected to say that there is very little to criticise about such a prescription, or, in other words, tell just what he thinks."

As to prescription No. 2, Professor Remington says it would undoubtedly precipitate, with the formation of quinine salicylate, but even if it did this would make a very desirable mixture, if it were smooth, because the salicylate would be less soluble than the sulphate, hence the mixture would be less bitter. He says that he would

dispense it as a smooth mixture and attach a shake label to the bottle.

Henry P. Hynson, of Baltimore, ventures the opinion that there is nothing to criticise about prescription No. 1, excepting the dose of tincture of opium, which would be too large for a child, for whom the remedy was no doubt intended. He then says: "A dose of chalk mixture for an adult would be a tablespoonful, which would about correspond with the dose of tincture of opium, so often repeated. It is possible the board would expect the applicant to say that camphorated tincture of opium was intended, but I think that is rather a far-fetched conclusion.

"Three points in regard to the second prescription might be discussed. First: the kind of syrup of orange intended. I think it would be perfectly permissible to dispense the syrup of orange peel, since it is the official *Syrupus Aurantii*. Secondly: the reaction between the sodium salicylate and the quinine sulphate, which would not be objectionable. Thirdly: the possibility of the board thinking an applicant might suggest the solution of the quinine by the aid of acid. This would not be allowable since it would decompose the sodium salicylate and liberate the salicylic acid."

Louis Emanuel, of Pittsburgh, who was for some time president of the Pharmaceutical Examining Board of Pennsylvania and who, we are pleased to note, was last week reappointed to the board by Governor Pennypacker, comments on the prescriptions as follows: "It is an easy matter to ask questions, but it is not so easy to ask questions with which no fault can be found. I do not think I am guilty of any breach of confidence in saying that the board expected the applicant to reply in regard to the first prescription that the dose of tincture of opium was too small for an adult and too large for an infant, and that perhaps the physician wanted camphorated tincture of opium. On the second prescription the board expected the applicant to say that it would form a glutinous mass, impossible to dispense even from a wide mouthed bottle.

"I am of the opinion that the board did not make the question plain enough on the first prescription. It should have given the age of the patient for whom the medicine was intended. This would give the applicant a clue to display his knowledge of the dose of tincture of opium, or lead him to think that perhaps the prescriber intended to write *Tr. opii camph.*

"In my opinion there is nothing to criticise in the second prescription, if dispensed as written, the only precaution that the dispenser should observe being to attach a shake label to the container."

Charles T. George, of Harrisburg, who is the secretary of the Pharmaceutical Examining Board of Pennsylvania, supplies the following information regarding the prescriptions in question:

As to No. 1, "A simple chalk mixture is rarely prescribed for an adult, and always in tablespoonful doses, whether containing an opiate or not. In this particular case it was intended for an infant, which, however, I did not know. I was simply aroused at the smallness of the dose of chalk mixture for an adult, and the possible danger of an overdose of opium in the event of its being intended for an infant, and consequently made inquiry of the physician, who added the word camphorated after *opii*. You can readily see the danger which was averted in this case.

"In the second prescription we expected the applicant to recognize the chemical change which takes place between the quinine sulphate and the sodium salicylate—namely, a bulky gelatinous precipitate of quinine salicylate, which on standing quickly rises to the surface, and can with difficulty be poured out of an ordinary 2-ounce

prescription vial. It is therefore advisable to put the same into a wide mouthed vial and attach a shake well.

"I am gratified to know that about 40 per cent. of the applicants recognized the danger in the first prescription in the event of its being intended for a young child, and about 50 per cent. recognized the chemical change in the second prescription."

White Ink.—C. W. C. writes: "Some time ago I noticed and made use of a formula for white ink which was copied from the *AMERICAN DRUGGIST*, which read as follows:

Zinc white.....	3i℥
White precipitate.....	gr. v.
Mucilage of acacia.....	3i
Water	3vi

"I wish to ask if the 'white precipitate' called for in this formula is an insoluble substance and what it is listed at. I have been unable to obtain the article in local stores, where it was insisted that common whiting was the article called for."

White precipitate is the common name of ammoniated mercury, mercuric ammonium chloride. It is almost insoluble in water. The price which retail druggists pay for it in ordinary quantities is \$1.10 a pound.

REVIEWS OF BOOKS.

POWDERED VEGETABLE DRUGS. By Albert Schneider, M.D., Ph.D., Professor of Botany and Pharmacognosy, Northwestern University School of Pharmacy, Chicago, Ill. 8vo, 325 pages; illustrated. \$2.50. The Calumet Publishing Company, Pittsburg, Pa.

The study of powdered vegetable drugs continues to receive increasing attention at the hands of specialists in the use of the microscope. In the work before us general directions are given for the examination of vegetable powders, including some interesting and instructive remarks upon color and odor both as means of identification and determination of purity. While the chapter dealing with the powdering of vegetable drugs contains little that is new, that upon the "Adulteration and Sophistication of Drugs" will be found of special value and deserving of the widest publicity, even among the laity. The author pertinently observes that "Naturally those who market adulterated drugs take great care to conceal the fraud, . . . the uneducated and inadequately qualified pharmacist is wholly defenseless against the criminal practices of the unprincipled."

The plan of having two keys, wholly independent of each other, is not one that impresses us favorably. It would seem that the one based on gross characteristics should be made to help out and supplement the histological one, if indeed the skilled pharmacognocist would be willing to admit the utility of any attempt to identify vegetable unknowns in this way. In this key rhubarb and ipecac are distinguished, for example, only by the different forms of their calcium oxalate crystals, whereas this is but one of several aids to identification. In the same manner anise and Chinese galls are distinguished only by the relative thickness of their parenchymal walls—rather a slender difference.

The histological descriptions are generally accurate, and will certainly prove of much greater assistance to the trained pharmacist than the drawings, of which latter we find ourselves unable to speak in terms of praise. Saffron, one of the most expensive of vegetable drugs, and one which is especially subject to adulteration and substitution, does not find a place in the histological key, while the description and drawings are incomplete.

The quality of paper and printing in Dr. Schneider's

book does not impress one at all favorably. Evidences of carelessness in proof-reading are numerous. The list of seven errata includes but a small part of the whole number. The word Mezereon is incorrectly spelled no less than six times in two different ways. Noticeable among other inconsistencies are "Prunes" and "Cetraria" as titles. A practice all too frequently followed, but none the less to be avoided, is that of using Latin and English names indiscriminately in lists of drugs where the English name is distinctive. This objectionable practice is seen in the work under review, the references in question being to *Dextrinum*, *Ginger* and *Chinese Galla*.

An up to date feature of the work is the means employed to distinguish drugs of the forthcoming Pharmacopœia from those of the 1890 revision which are to be dropped; the former being marked U. S. and the latter (U. S., 1890).

It may not be out of place to emphasize the fact that the microscope is most useful to the trained pharmacist in determining the genuineness of a given drug, and in pursuing this work sections of an undoubtedly genuine specimen as well as powdered standard samples should invariably be used for comparison.

FORMULAIRE DES MÉDICAMENTS NOUVEAUX POUR 1903, par H. Bocquillon-Limousin, docteur en pharmacie de l'Université de Paris. Introduction par le Dr. Huchard, médecin des hôpitaux. 15^e édition. 1 vol. in-18 de 322 pages, cart.: 3 fr. (Librairie J.-B. Baillière et Fils, 19, rue Hautefeuille, Paris).

The purpose of Bocquillon-Limousin's Formulary of New Remedies is to give each year a complete record of the principal new remedies introduced during the preceding twelve months as well as a compilation of data concerning the year's experience with "new remedies" of other years. In its general scope it corresponds to the manuals of Peters (*Die Neuester Arzneimittel und ihre Dosirung*. Dritte Auflage, Leipzig, Franz Deuticke, 1902); and Coblentz (*The Newer Remedies*, Third Edition. P. Blakiston's Son & Co., Philadelphia, \$1.00). Of these three books, the representatives of their class in French, German and English, respectively, Coblentz's book gives the greatest number of titles and the most condensed information, but it is necessarily behind the times since it is not revised annually. Peters' book gives a large selection of new remedies, but is by no means complete as a reference manual. It is written more in the form of a review of the year's progress in the newer therapy than as a dictionary of newer remedies, and hence devotes considerable space to the discussion of some drugs, while others are dismissed with brief notes.

The present volume is fresh from the printer, and is more up to date than the other two mentioned. It includes nearly all the important remedies of 1902, with the exception of the more recent substances that are not yet used in France. Thus, for example, the American product argyrol (silver vitelline) is not mentioned, though it has been in use since May, 1902, or even longer. Among the newer remedies introduced for the first time into this edition are adrenalin (!), anæsthesin, arrhenal, aspidosperma quebracho (!), chieline, cryogenin, cuprol, cymol, dermogen, dermosapol, calcium eosolate, epiosin, euguform, gasu-basu, calcium glycoarsenate, glycosal, histogenol, hopogan, hypnopyrine, iodophen, lactanin (!) mercury lactate, quinine lysoginate, naphthalan, bismuth beta-naphthol-beta, purgalin, pyromidon, retinol, rheumatin, saloquinine, sanatul, sapolan, schistinol, ulmaren, valyl and vioform (!).

It will be seen that a number of the remedies added to last year's list are of more ancient introduction than 1902, though they may not have found popular use in

France. Among the remedies of 1901-1902 not mentioned we find, looking at random, pulmoform (methylen-guaiacol) pneumin (methylen-creosote), mercuriol (mercury nucleinate), and the numerous iron preparations beginning with the prefix "hæ," as hæmatin albumin, hæmatol, hæmoform, hæmotrophin, etc., and of those beginning with "fer," as ferratose, ferrhæmin, ferrichthol, ferrosal, fersan, etc. There is also an omission of the new nutrient preparations, those substances which the Germans aptly group as *Fleisch-ersatzmittel*—e. g.: Alcarnose, dynamogen, puro, galactogen, carno, plasmon, roborat, sanose, tropon, etc. Sanone and sanatogen are, however, mentioned.

From these random notes it appears that Bocquillon-Limousin's book is by no means a complete manual of the newer remedies. It confines itself to those articles which are used more or less extensively in France, and therefore many names familiar in German and American medical literature find no place in it. On the other hand, the book contains descriptions of a number of the newer medicinal plants and their products, a feature not to be found in the other manuals of its type.

In its systematic arrangement, clear, concise style, and fullness of details presented Bocquillon's book is all that could be desired, and each new edition should be welcomed by all who are interested in the subject of newer remedies.

REMINISCENCES OF EARLY CHICAGO AND VICINITY. By Edwin O. Gale. Illustrated by W. E. S. Trowbridge. Chicago and New York: Fleming H. Revell Company, 1902.

All who are interested in local histories, and especially such as are interested in the early history of Chicago, will find this work full of a naïve charm. Mr. Gale has put down simply and without any affectation or attempt to assume the place of the historian many interesting personal reminiscences of Chicago and vicinity, reminiscences which will prove of great value to the historian, since they are undoubtedly authentic in every detail. Mr. Gale, who has long occupied an important place in the pharmaceutical world in Chicago, shows in this work that he has a degree of literary skill rarely met with in men who have devoted their entire lives to commercial pursuits. Throughout the pages of the volume are scattered occasional poems written by Mr. Gale, many of which have been recited on various public occasions. The book gives to the student a most interesting glimpse of the crude beginnings of a great city; in fact, it is difficult to realize—seeing what Chicago now is—that the memory of a man still living should cover its wonderful growth from what it was on May 25, 1835, when Mr. Gale first caught sight of the flat shores, small houses and numerous Indian wigwams, which then constituted the city of Chicago. As the senior member of the firm of Gale & Blocki, the name of the author is well known to the drug trade all over the United States, many of whom will be interested to learn of his venture into authorship. We congratulate Mr. Gale upon the success of his efforts to place on record in an interesting though simple and unpretentious way reminiscences of men and affairs long since passed away, but whose influence is still manifest in the life of the Windy City by the Inland Sea.

The Essential Oils of Eucalyptus.

An interesting work on this subject has recently been published by the Technological Museum of the Government of New South Wales. The work is a royal quarto, contains 300 pages, 48 plates and many tables. Having been compiled under Government direction and where the best facilities are at hand for obtaining authoritative information on the subject treated of, the volume will undoubtedly prove of value to all interested in the eucalyptus oils.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

FREE DELIVERY.

IN the last two or three years there has been a rapid growth of the system of delivery of telephone orders among druggists.

Whether or not this is an evil or a good depends very much on circumstances. If all the druggists in a community do it, and let it be known that they do it, no one benefits while all incur extra expense. But in the drug business it has often happened that the opposition has been slow to take it up, and slower to make the fact known, and has thereby enabled energetic individuals to make a success of the plan. The average druggist seldom advertises an innovation of this kind sufficiently, and he consequently deprives himself of benefit that might be his. If free delivery is gone into at all it should be pushed for all it is worth for these reasons:

It takes some time to get people into the habit of telephoning for goods; one or two announcements will not do it. The habit once formed will be a persistent one, so it pays to educate the people into it, and this must be done, if possible, before some one else gets after them. It is the other fellow's customers you are after chiefly, and you must get hold of them before the opposition realizes that he is losing patronage by not doing likewise.

Free delivery is apt to have other advantages for the man who pushes it. It will often prevent some of his own customers from going to a nearer store for something urgently needed. It is also apt to secure some trade that otherwise no one would get—goods which may not be bought at all if the customer must put off the purchase until he can come to the store. These things as well as the character of one's opposition must always be considered before the plan is adopted in communities where it has not heretofore been followed.

If it is adopted keep dinning it into people for months. The most effort must be expended on those who have telephones, but it should have frequent mention in all advertising.

I always recommend a series of circulars, letters, etc., to be sent out to telephone users at short intervals for two or three months, in the start at weekly intervals. An impression is thus certain to be made, and the profit will be greater than if an attempt were made to save money by less aggressive advertising.

Here are the first two pages of a little folder on this subject issued by the Green & Jackson Drug Company, of Walla Walla, Wash.

You 'Phone.

**We
send a messenger flying
on a bicycle.**

Green & Jackson Drug Co.

Remember to 'Phone Main 18

OUR QUICK DELIVERY SERVICE

In pursuance of our intention to be up-to-date in every respect, we recently established a bicycle delivery service. This service was established for you; we wish you to avail yourself of it. It is a quick and satisfactory service; we have a bicycle for this exclusive purpose and a messenger who likes to ride—also a second wheel and rider if ever required.

GREEN & JACKSON DRUG CO.

APPRECIATIVE.

EDITOR BUSINESS BUILDING:

Referring to Mr. Ruhl's letter in the last issue:

THAT IS RIGHT!

I take, and read, five drug journals, and you are the only advertising man who is a real help to us green ad. writers. I will not express my opinion as to the balance, except to say that their work is about on a par with the "Harper" sample inclosed.

You put "gray matter" into your department, which is both locally adaptable and very helpful—and hintful, for which please accept my thanks and acknowledgment of real appreciation.

Sincerely yours,

EBIN R. SMITH.

Ipswich, Mass.

I in turn fully appreciate the kind impulse which prompted the writing of this letter, and wish to thank the writer for his good will and commendation. No one ever gets to a point where such expressions as these cease to be a help and inspiration. Mr. Smith's letter also served to confirm some suspicions of my own as to the relative value of certain advertising suggestions offered to druggists.

The ad referred to in the above letter is one submitted by a syndicate concern which supplies ads and cuts to druggists. As an example of everything that is not advertising it is entitled to the medal. It is worth reproduction as curiosity; for it is hard to conceive how any one could summon the assurance to ask anybody to publish an effort of the sort. I am inclined to believe that the market for such stuff is rapidly disappearing. Here is the ad, and you will observe that it is equally good—or rather, bad—for any line of business from blacksmithing to diamonds:

TO THE GODDESS OF LIGHT

we always pay tribute. Darkness has no part in our business. It's the brightness of day and the knowledge that comes of it on which we depend for our success. We want you to see, we want you to know, to investigate thoroughly. The better you are posted on our ——— the surer we are of your custom eventually. Many reasons though for acting promptly. Those who decide quickly always have the advantage—a better line to select from, more certainty of getting what they want. Before they are all gone you should see these ———, etc.

CRITICISM AND COMMENT.

AN AD FROM GUATEMALA.

J. Melgar & Co., Guatemala City, one of the AMERICAN DRUGGIST's Spanish-American readers, sends in an announcement of a change in *personnel* of the firm.

While a translation of this circular reveals it to be a formal announcement of a rather conventional character, it is to be commended for neatness of arrangement and felicity of phrasing. It is arranged as a four-page folder; an announcement from the retiring proprietors appearing on the first page, and one from the new firm on the third, the other pages being blank.

The only marked departure from a Yankee circular of the same import is that a space is provided wherein each circular can be personally addressed to the intended recipient. It also has the autograph signature of the advertiser.

* * *

HE GETS RESULTS.

From E. C. Barker, Canisteo, N. Y., comes paper containing one of the full-page ads used at holiday time. This ad can be commended in every way. It is unusually well set. It presents the information in attractive form. Goods are grouped under suitable headings, and the prices are given. Some of this material may be reproduced at a more seasonable time. As an example of how advertising may be made readable by proper use of the news elements of the goods advertised, a little extract on the subject of baskets is shown.

Pretty Baskets.

During the long winter months, in a section of Germany, peasant workers make these baskets—whole families make their living in this way—in some cases it has been so for generations—father to son, mother to daughter; the training of years finding expression in the nimble fingers that make such pretty baskets.

Serap Baskets, 75 ets. to \$1.00.

Work Baskets, unlined, 25 ets. to \$1.00.

Work Baskets lined and trimmed, daintily perfumed with sachet, 75 ets. to \$1.00.

The same issue of the paper in which the ad appears contains cut of Mr. Barker's store with editorial comment, in which it is mentioned that this advertiser's business has increased 40 per cent. since he has been in his present room. A continuation of advertising as good as the sample sent will in due season yield another 40 per cent. increase.

* * *

THE BRITISH WAY.

The following is taken from the *Chemist and Druggist*. It is the introduction to a cough cure "handbill" or

circular issued by W. G. Blackham, of Holloway, England

It shows quite a bit of ingenuity on the part of the advertiser, although I fear the effort is largely wasted so far as advertising value is concerned. At any rate, a live American advertiser could never stand it to dawdle on the brink of his subject like this.

If Mr. Blackham were over here we would pat him on the back and commend his erudition, but, like enough, buy cough cure of the man around the corner who can't think of a thing but cough syrup when he is writing about it.

MARIE CORELLI

In her latest impossibility, "Temporal Power," does not refer to Cough Mixtures, but goes through the gamut of all the human emotions—starting with Moses and the creation, and finishing up with the suicide of a 20th century king and the consuming love of a modern prince.

To paraphrase the opening sentence of her novel, "How childlike the simplicity of the soul which could venture to deal with the inexplicable and tremendous problem of treating Coughs and Colds by making those home-made remedies which only upset the digestion and make the Cough or Cold worse."

Again, "How self-centred and sure the faith which could so arrange the work of the chemist to suit the limited intelligence of those who have not studied the combination and actions of drugs."

To quote again, "From the first to the last the home-medicine maker torments himself with inventions to outwit or defeat the chemist, and in the end dies utterly defeated."

HORACE ALSO ASKS: "Why do we, whose period of life is so transient, aim at so many things?"—and echo answers, Why?

Why do we not at once enter on the practice of virtue, and instead of first trying this COUGH MIXTURE and that FAMILY REMEDY be CURED AT ONCE?

The Critic and Guide.

No. 1, Volume I, of Dr. Wm. J. Robinson's new periodical, the *Medico-Pharmaceutical Critic and Guide*, made its appearance early last month. It contains "Editorials and Editoriales," "Scientific Articles," "Notes, Thoughts and Reflections," "Letters to the Editor," "Formulas—Original and Selected," "Queries and Answers" and "The Literary Corner." Its contents generally reflect the sturdy individuality of the editor, who is described in a foreword by the publishers as "A man of the highest ethical ideals, a trenchant writer, with a style of peculiar charm and lucidity, an incisive critic and fearless champion of the right, an implacable foe of every wrong, an accomplished linguist, a pharmacist with no superiors and few equals in this country," etc., etc. Dr. Robinson promises to expose and brand in the *Critic and Guide* every nostrum sailing under false colors, and "every fake for which false and ridiculous claims are made." He leads off in his crusade with an attack on the manufacturers of Antikamnia, and follows this up by freeing his mind about the local Board of Pharmacy and its secretary, whose "insolence" and "impudence" are touched upon in no uncertain terms. The *Critic and Guide* will be issued once a month by the Critic-Guide Company, New York, at 20 cents a copy or \$1 a year.

Tricks in Advertising.

There is a very likely medium for advertising in the letter writing contingent of the newspapers, if one can arouse it and set it to discussing his own goods or some fool question relating to them. The advertising manager of the *Standard Dictionary* has just succeeded in turning this trick and has a most promising discussion running in the *New York Sun*. A card now appearing on surface and elevated lines bears eight or ten sentences that are supposed to contain errors of grammar or construction or spelling, and the reader is asked to correct them. The *Sun's* correspondents maintain that one of these sentences, "I have an alapaca coat," is correct, and used merely as a trap for the unlettered. Some of them take this view, at least, while others hold that there is no such word as "alapaca." Stormonth gives "alpaca," a word coming from the ancient Peruvian, and doubtless that is the right one. The battle wages hot, however, and is conducted with vigor and the usual denseness of the newspaper letter writer. Doubtless it maketh glad the heart of the *Standard Dictionary* man. While such publicity is suited to certain lines of goods, it is not always possible to set a discussion a-going. Artemus Ward tried it once with a misquotation from Shakespeare, but though the line, "Ay, that's the rub," has been printed millions of times, nobody has taken the trouble to rise and point out that Shakespeare wrote, "Ay, there's the rub."—Printer's Ink.

Opportunities for Export Trade.

A BUENOS AIRES PHARMACY.

(By our Special Traveling Correspondent.)

AMONG the leading drug houses of the Argentine Republic is the establishment known as "La Estrella" at the corner of Defensa and Alsina streets, Buenos Aires. This establishment was founded in the early portion of the last century by a distinguished Italian botanist, Pablo Ferrari, who came to Argentine on the invitation of the great statesman, Rivadavia.

Ferrari organized the Museum of Natural History in the Convent of San Domingo, a service to the State for which he

and commercial products; a warehouse for inflammable articles located on Azra street, and a photographic department, which is a first-class modern establishment in every respect.

As will be seen by the accompanying illustrations of the Drogueria, or pharmacy, this establishment would compare favorably both as to size and fittings to similar establishments anywhere in the world, not even excepting that home of elegant pharmacies, the United States.

THE CITY OF BUENOS AIRES

Buenos Aires is probably the finest city in South America. In trade and population it stands first on the South American continent, although from its geographical situation and from



LA ESTRELLA PHARMACY, BUENOS AIRES.

deserved and has received great credit. After having accomplished this task, for which he had come to Argentina, he established the pharmacy of "La Estrella," which in 1838 was sold to Don Silvestre Demarchi, the first Italian Consul to the Argentine Republic. Under the able direction of Signor Demarchi the business increased rapidly and in 1853 took rank among the first commercial houses in South America.

The sons of Signor Demarchi have carried on and extended the work and established successful branches of the house in Montevideo, Rosario, Cordoba and San Nicolas de los Arroyos. After various changes in the firm, Dr. Marcos Demarchi, a son of Demtrio Demarchi and grandson of the Italian Consul, Silvestre Demarchi, became the exclusive proprietor of the establishment. Actuated by a desire to benefit old and trusted employees Dr. Demarchi organized a stock company under the name of "Drogueria de la Estrella," under the management of Señors Soldai, Craveri and Tagliabue. The principal branches of this house in Buenos Aires are the "Drogueria" or pharmacy of "Delindio," which occupies a prominent location on the Plaza Lorea; the manufacturing laboratory, in which 120 employees are engaged, is located at 2061 Victoria street; the analytical laboratory, which is devoted to the examination of all drugs received from foreign countries, as well as to the analysis of medicinal, industrial

the numerous favorable conditions it possesses the city of Rio de Janeiro can well be said to share these honors. This is particularly so with regard to the Bay of Rio, which is considered the finest harbor of the whole world. Buenos Aires is the center of communication between that part of South America and Europe. It is the capital of the Argentine Republic; is situated on the right bank of the Rio de la Plata, and has an extensive port, although large vessels have difficulty in entering on account of the banks of sand which hinder navigation. The streets are wide and spacious, that of "Buen Orden," which separates the city in two parts, being especially worthy of note. The houses are well constructed, generally of two stories; there are some important edifices, such as the Cathedral, the gubernatorial and Episcopal palaces, the National College, Bank, Congress, Senate and the Custom House. It is the center of the administration of the State, and is the residence of the Executive, Legislative and Judicial Power and of the Archbishop. It has a University, a College of Medicine, a Normal School, Schools of Art, Commerce, Music and Declamation; a Botanical Garden, a department of typography and various public libraries, as well as other public institutions. There are various places of amusement, including lyceums, casinos, and eight theaters. The city is well provided with asylums, hospitals, emigrant houses, etc. Various car

lines pass through the city and its suburbs, extending also to the immediately adjacent villages. It has various telegraph lines and cable lines, one connecting with Montevideo and another direct with Europe. Vessels sail from its port daily for Europe, Montevideo, Brazil and for all ports on the American Coast. It has considerable traffic, Buenos Aires being, after Rio de Janeiro, the most important commercial market of South America. Among the goods largely exported from the United States to the Argentine Republic are chemicals, drugs, standard and special pharmaceutical preparations, surgical and hospital supplies and instruments and many American kinds of novelties, for all of which there is a rapidly growing demand through the drug trade. In many ways this is the

gum benzoin and gum copal, while asafetida, myrrh and scammony can only be had at the drug stores.

The price which the druggist has a right to charge is for all official articles fixed by the Government. Regularly at the beginning of each year a price-list, worked up on certain established principles, is published, and this list is obligatory on all druggists. Under extraordinary circumstances changes in this list are made at any time of the year. For non-official articles a similar list, elaborated on the same principles, is published by private enterprise. An exposition of these principles would be too lengthy. It is to be observed, however, that in prescription work every operation is charged for separately at a certain rate. For making a solution of 10 ounces—*e. g.*: 20 ore—



INTERIOR OF LA ESTRELLA PHARMACY, BUENOS AIRES.

most important country on the South American continent for American firms to cultivate business relations with.

THE DRUG BUSINESS IN NORWAY.

The drug store in Norway is, as a rule, a "pharmacy" proper. With very few exceptions a kind of professional pride seems to prevail which keeps out of the store almost everything not strictly in the line of medicines. A scanty line of the most called for perfumery and some toilet articles form the only exception. Still the druggist, by his very license, is entitled to trade with grocers' articles, stationery, crockery, etc. The fact that he does not, but devotes himself entirely to his chosen calling, surely ought to be reckoned to his credit professionally, although in a business way he might be open to criticism. Poisons and all purely medicinal articles the druggist has the exclusive right to sell by retail. What merchants can and cannot sell of border articles is settled by specifications issued by the Government. To illustrate: Oil of lemon, oil of peppermint and fixed oil of almonds are free; oil of wormwood, oil of sandalwood and castor oil can be retailed only by druggists. Any merchant can sell gum arabic,

for making an ointment of 1 ounce 15 ore and so on, these charges in addition to the prices of all the constituents of the preparation. A discussion is just now going on in our professional press about the ratio between the cost of goods and the gross sales of a drug store. From statements made it is safe to say that the account of goods purchased will, in a druggist's expenses, run from 33 1-3 per cent. to 50 per cent. of his total sales. This percentage has been constantly on the increase in later years. A significant cause of this is the large number of proprietary articles, both of home and foreign make, being introduced. Druggists generally hate them, and there is quite a movement on foot to get the Storting (Norwegian Parliament) to prohibit the sale of such articles altogether, with the possible exception of a few named ones. The ground taken is that their therapeutic value is problematical and most often difficult to determine, and that they invariably become more expensive to the public than the same or a better article put up by the druggist. On the whole medicines are cheap. Of all European countries only in Denmark the price rate is, on an average, a little lower than in Norway.

The first pharmacy established in Norway exists to-day. From the very humble beginning three centuries ago "The Swan," of Bergen, is now reckoned the largest drug store in the country. It regularly employs seven qualified pharmacists

to take care of the prescription department, etc. Next in age comes "The Swan," of Kristiania, established 1628. For more than two centuries it occupied the same premises in the old part of the city. If those old walls could talk, they surely might tell many an interesting tale and many a druggist's yarn. In 1896 the proprietor erected a new modern building on Karl Johan's street, the most central street and main thoroughfare of Kristiania.

It is probably at present the most cosmopolitan, as well as the most modern and central drug store of the city. Besides the retail store, the business comprises laboratories for the wholesale manufacture of extracts, pills, tablets, etc. In general the rise in value of the older so-called "real" privileges has been large, and "The Swan" of Kristiania furnishes a good example. In 1708, at the first settlement of the estate on record, the old house and lot was appraised at 1,500 Rdl. (about £350) and the stock of drugs at 626 Rdl. In 1797 house, lot, stock and utensils were sold for 12,000 Rdl. (about £3,000), and by the last sale, in 1872, house, lot and privilege, exclusive of stock, was conveyed for 180,000 kroner (£10,000). The value of the present building, stock, machinery, etc., including the privilege, may be estimated at about 800,000 kroner (about £45,000), the house and lot alone being valued at 575,000 kroner. —British and Colonial Druggist.

APPRECIATION OF OUR CAMPAIGN FOR FOREIGN BUSINESS.

Selections from One Day's Mail.

CONVINCING evidence of the fact that the AMERICAN DRUGGIST is doing good work, both for the American manufacturer and for the foreign purchaser of drugs and allied articles, is afforded by the page of special business announcements which appears in our advertising columns of reliable agents and import merchants in various foreign trade centers who announce through advertisements in the AMERICAN DRUGGIST their desire to get into closer commercial touch with the manufacturers and exporters of American products. This new feature of our advertising pages will be enlarged and perfected, so as to furnish to American exporters a reliable and full index of the more enterprising of the foreign agents. In this manner the efforts of our manufacturers to increase their export trade will be facilitated.

In addition to these published notices our foreign department is constantly in receipt of communications from individuals and firms of good standing located in nearly every important commercial center where trade conditions are favorable for the introduction of American goods, seeking for information as how best to secure supplies of American drugs, druggists' sundries, hospital supplies, paints and all the various articles which are handled through the drug trade. These applications are filed and the information obtained from them is supplied to our advertisers, many of whom have already established desirable connections abroad through information furnished in this way by our foreign department.

That the work of the AMERICAN DRUGGIST in the direction of expanding American trade interests is appreciated both at home and abroad is shown by the following

Selections From One Day's Mail.

HIGH STREET, SANDY BAY,
HOBART, TASMANIA, AUSTRALIA.

THE AMERICAN DRUGGIST:

Dear Sirs: Accept my thanks for sending a specimen of your journal. Please put me down for one year's subscription and also please forward bill for same.

Yours truly,

GEORGE DAVIS, Chemist and Druggist.

LA PAZ, BOLIVIA, December 17, 1902.

AMERICAN DRUGGIST:

Gentlemen: I have your favor of September 13 and thank you very much for having referred my wishes to the important houses in your country, and in due time I will take advantage of what they offer. I send you by postal money order \$3.00 for a year's subscription to your interesting periodical, which I ask you to send me regularly. Thanking you again for past favors, I am,

Yours very truly,

GUSTAVO GONZALEZ, Pharmacist.

GAUTEMALA, January 9, 1903.

AMERICAN DRUGGIST:

Gentlemen: In due time I received your two letters, dated November 15 and December 19. I did not reply to

them earlier because the rate of exchange on gold was suddenly advanced greatly, and as I wanted to send an order for an advertisement in the AMERICAN DRUGGIST I was waiting for it to go down. I do not want to lose any more time, however, and inclose herewith check No. 550 for \$35 on the Continental Trust Company of New York for the insertion, just as soon as possible, of the advertisement which is inclosed, for 1-16 page, six times. If you find any errors in it I will consider it a favor if you will make any necessary changes. I have been receiving the AMERICAN DRUGGIST regularly, having subscribed, as you will remember, on the 18th of April last, through Messrs. Lanman & Kemp, of your city. I wish to renew my subscription when that for which I have paid expires. With best wishes for a happy and prosperous New Year for the American Druggist Publishing Company and all their members, I remain,

Yours, etc.,

J. MELGAR.

Importing and Wholesale Drug Merchant.

NEWARK, N. J., January 23, 1903.

AMERICAN DRUGGIST:

Gentlemen: We have this morning received your favor of the 21st inst. and we thank you heartily for the information relative to the firm of Lawson & Co., to whom we shall take pleasure in writing to-day. It may not be out of place for us in this connection to thank you for the good work you are doing in assisting in the introduction of American pharmaceuticals in foreign markets. We consider your medium most valuable in this connection. Wishing you every success in the original work in which you are engaged, we are,

Yours very truly,

DENTACURA COMPANY,
EDW. N. BENHAM, Secretary.

NEW YORK, January 23, 1903.

AMERICAN DRUGGIST, New York:

Gentlemen: In reply to yours of the 21st, we thank you very much for giving us the names of any such firms as you mention therein and will do our best to get them to buy our goods. As to the value of what you are doing to develop foreign connections, we are sure that you have taken a very progressive and important step and hope that it will meet your expectations, but, of course, you will not be able to see the results of your labors for some time to come. If we had not been convinced of the importance of what you are doing we should not have taken the half-page advertisement. Yours truly,

H. WEINHAGEN.

A New Confidence Game.

Henry Weinhausen, the thermometer manufacturer, tells of a very ingenious and elaborate scheme lately practised upon him which had for its object the gaining of just 50 cents. He was visited a short time ago by a man of respectable appearance who asked him if he did not at one time have a customer on his books of the name of X. Mr. Weinhausen could not recall a former customer of the name given, but admitted that the fact might be as stated.

"Well," the man went on, "I have a friend in Chicago, a lawyer, who has a client who is a very wealthy man. This man says that in '72 he was living in New York and bought from you a bill of goods. Soon after this transaction he had the misfortune to kill a man in a difficulty, and had to move West and change his name. He has prospered under this new name and made a fortune, but now his conscience is troubling him about the bill he owes you and has never paid. With the accumulated interest it amounts at this date to \$157.13. He has requested my friend to find you out and settle the matter, and my friend, anxious to satisfy his client, has written to me for assistance.

"I have made inquiries and found you out. Now, if you will be good enough to write to this address (giving a number in Dearborn street, Chicago), my friend A. will take it as a great favor and will pay you the money."

"The man's story was straight enough, and he had the facts about my business and my residence as pat as could be. I told him I remembered nothing about the bill, which must have been a very small one before the interest began to compound; and if the money was really owing to me I should, of course, be glad to receive it. I agreed to write to the address he had given me and say as much to his lawyer friend with the wealthy and conscientious client, and I added something about the possibility of his expecting a commission for his services in the affair. No, the man said, he was not doing it for money; the lawyer in Chicago was his friend. However—it was hardly worth mentioning—but to obtain the addresses in old directories he had spent a matter of some 50 cents. I

might, he said, if I chose, reimburse him for his actual expenses."

Mr. Weinhagen declined, however, to foot even so slight an item of expense until he had had an opportunity of communicating with the Chicago lawyer. He wrote to the address given and, as he expected, the letter was returned in a few days by the postal authorities. The address was fictitious.

JOBBER'S AND THE DIRECT CONTRACT PLAN

Correspondence Between the New York Jobbers and the Executive Committee of the N. A. R. D.—Jobbers Declare the Plan Impracticable While Retailers Assert Its Practicability—Signs of a Deadlock—N. A. R. D. Executive Express Willingness to Compromise—Attitude of the Jobbers.

As reported in our last issue the jobbing druggists of New York met on January 23 and agreed to enter a protest against the adoption of the N. A. R. D. of the direct contract plan and the serial numbering system. In pursuance of this agreement the following letter was drafted and sent to Secretary Wooten:

JOBBER'S TO THE N. A. R. D.

New York, January 23, 1903.

National Association Retail Druggists, 79 Dearborn street, Chicago, Ill.

Gentlemen: We, the undersigned, wholesale druggists of New York City, duly received your circular letter of December 24, with the accompanying printed matter explanatory of the direct contract plan and the serial numbering feature connected therewith, to be employed in the selling of tripartite proprietary articles. We have carefully studied the features presented, and while in theory the proposed plan would seem to strengthen the tripartite agreement and contribute to the maintaining of established prices, it is open to many objections, and, in our opinion, would fail to accomplish its purpose.

The labor and expense connected with serial number-control by the jobber is so great, and the unfeasible details are so apparent, that, in its present form, it appears to us impossible of execution. Furthermore, a tripartite agreement should not arbitrarily be changed before all three interested parties have consented to such change; we therefore urge an early conference between your Executive Committee and a committee of the N. W. D. A. to amend the proposed plan, and if possible to eliminate the impracticable and objectionable features.

Meanwhile it may be advisable to instruct those manufacturers who have refused to supply their preparations, in the absence of a signed direct contract, to make shipment as heretofore provided by the rebate plan.

We feel confident, in our continued desire to work in harmony with the N. A. R. D., a mutually satisfactory plan can be evolved, and await your further action.

Very truly yours,

(Signed) BRUEN, RITCHEY & CO.
C. N. CRITTENTON COMPANY.
EIMER & AMEND.
O. H. JADWIN.
HENRY KLEIN & CO.
LEHN & FINK.
MCKESSON & ROBBINS.
R. W. ROBINSON & SON.
SCHIEFFELIN & CO.

At the meeting of the Executive Committee of the N. A. R. D., held in Chicago on Monday, February 2, when the foregoing communication was taken up and discussed, Secretary Wooten was directed to send the following acknowledgment and reply:

N. A. R. D. TO THE JOBBER'S.

THE NATIONAL ASSOCIATION OF RETAIL DRUGGISTS,

OFFICE OF THE SECRETARY,

79 DEARBORN STREET, CHICAGO, February 4, 1903.

Messrs. Bruen, Ritchey & Co., the Chas. N. Crittenton Company and other jobbers, New York City.

Dear Sirs: The Executive Committee of our association, after considering carefully your letter of the 23d ult., delivery of which was much delayed, has directed me to say that it is remote from the purpose of the National Association of Retail Druggists to ask any other branch of the drug trade to do that which it cannot do or the doing of which would be a hardship. However, you must admit that the mere fact of your having pronounced the provisions of the direct con-

tract and serial numbering plan impracticable does not establish that they are so, and it is wholly improbable the members of our association will be convinced, by what you have said, that the service that is required of you could not be performed in the interest of the drug trade as a whole, if a well directed effort were made by the jobbing trade to do its share of the necessary work.

The announcement that in your opinion the plan "would fail to accomplish its purpose" puts the discussion on an entirely different basis. The committee considers it remarkable that, with all the discussion of this plan which has taken place in the pharmaceutical journals and elsewhere, no intimation should have been received that the firms who signed the communication sent by you considered the plan futile until four weeks after it had been placed by the committee in their hands with the request for an expression as to its feasibility. The committee is also impressed with the fact that the great bulk of the retailers, being convinced of the practicability of the plan, enthusiastically favor it and that a large number of proprietors look upon it as wholly feasible. Apparently the only persons who doubt its entire feasibility are representatives of the jobbing trade.

If it is true, as you believe, that the plan under consideration will not accomplish its object, it is useless to undertake the correction of its obnoxious features: the proper course is to abandon it. If, on the other hand, the plan can be rendered less objectionable to a portion of the jobbing trade, this task should be taken up at once, and I am directed to say that the committee will do all in its power to bring about whatever changes the plan is susceptible of that will not lessen its usefulness in controlling the price-cutting evil. Nothing would give the committee greater satisfaction than to meet with such representatives of the wholesale trade as may be designated by the National Wholesale Druggists' Association or otherwise for the purpose of reaching an adjustment satisfactory to all interests.

It is believed there will be no difficulty in retaining the co-operation of the various proprietors in continuing the existing provision that sales at best prices shall be made only to the uniform list of wholesale distributors. The committee will gladly exert itself that this satisfactory arrangement shall be perpetuated.

Very truly yours,

THOS. V. WOOTEN, Secretary.

VIEWS OF LOCAL JOBBER'S.

A member of one of the jobbing firms who signed the letter printed above, which was sent to Secretary Wooten of the N. A. R. D., said to a representative of the AMERICAN DRUGGIST: "No plan aiming at price control can, in my opinion, ever succeed which is based on the principle of withholding goods, or attempting to withhold supplies, from cutters. The man with money to pay for his goods will always be able to procure supplies from one source or another." When asked what plan would succeed, in his estimation, he replied: "Some proprietors now give rebates to those who maintain their prices, but not to cutters, although they don't refuse goods to the latter. If this same plan were adopted by manufacturers of all the 'big sellers,' I think it would go a long way toward checking the price cutting evil. Of course, it would have to be adopted by all leading proprietors to be of any value."

Jobbing interests reiterated their statements last week that they were not antagonistic to the N. A. R. D., but that as a business proposition simply they could not approve and adopt the proposed direct contract and serial numbering plan.

PHILADELPHIA JOBBER'S ADOPT THE PLAN.

Philadelphia, February 5.—The manner in which the Miles Medical Company intend to conduct their business does not appeal to the wholesale druggists throughout the country, and in some cities it has been decided not to handle these goods. However, the wholesale druggists in this city believe that the best way to have an obnoxious law repealed is to enforce it, and they have bound themselves together to do so.

At a meeting of the Wholesale Drug Trade of Philadelphia, held at the rooms of the Drug Exchange, on January 28, 1903, the following preamble and resolutions were unanimously adopted:

Whereas, The Miles Medical Company have issued to the trade a series of contracts showing their intention to give a fair and impartial trial to the serial numbering plan proposed by the N. A. R. D.;

Resolved, That we hereby agree to individually sign the Miles Wholesale Contract, and from and after February 9, or sooner if notified by the secretary, refuse to supply any of Miles' goods, whether numbered or unnumbered, except to those retailers indicated by the Miles Medical Company as their wholesale or retail agents, or to those retailers from whom signed contracts have been received.

The Miles plan calls for all retail druggists to sign an agreement that they will not sell the goods manufactured by this company at less than the face value. The company will not sell to any wholesale druggist who will not abide by these agreements, and it is contended that within a few days it will be almost impossible to secure any of the Miles prepara-

tions in this city, as very few of the retail druggists will have signed the agreement.

The resolution was signed by Shoemaker & Busch, Pfrom & Kindig, V. H. Smith & Co., W. R. Warner & Co., Robert Shoemaker & Company, Smith, Kline & French Company, C. S. Butterworth & Co., Fellenman & Archer, Aschenbach & Miller and W. H. Pile & Sons.

EX-PRESIDENT WALDING, OF TOLEDO, HAS SIGNED AND WILL ABIDE BY THE PLAN.

William J. Walding, of Toledo, Ohio, who was elected president of the National Wholesale Druggists' Association at the Old Point Comfort meeting, and who presided over the meeting held at Monterey last October, visited New York last week and was interviewed by the AMERICAN DRUGGIST concerning the individual contract plan. Mr. Walding was emphatic in his opinion that the jobber must not stand between the retailer and long prices. He said: "This is not the time to raise objections to the serial numbering plan. The plan has been under consideration for over a year, and was formally adopted at the Cleveland meeting of the National Association of Retail Druggists last fall. If the jobbers feel that the plan is not feasible they should have protested before the plan was actually put into operation. It is true that the plan does entail a great amount of clerical work upon the jobber, and that the present margin of profits is not sufficient to cover the additional expense entailed. I believe, however, that this point will be taken into consideration by every proprietor who adopts the plan, now that it has been so forcibly pointed out in connection with the adoption of the plan by the Miles Medical Company. As for myself, I signed the contract offered by this firm within 20 minutes—that is, as soon as I had time to read it through. While I did not think that the margin of profit was what it should be for the jobber, I felt so emphatically that the jobber must not stand between the retailer and long prices that I signed the contract at once. The plan, of course, offers some difficulties in execution, but these difficulties have, in my opinion, been somewhat exaggerated."

PHARMACY INSPECTOR INDICTED.

Alleged Embezzlement of State Funds by Inspector of Illinois Board—Sensational Countercharges.

(From our Regular Correspondent.)

Chicago, February 2.—Lewis L. Chaffee, the chief inspector of the Illinois State Board of Pharmacy, who has been conducting prosecutions for the State Board, under the direction of Wilhelm Bodemann, has been indicted by the Grand Jury on the charge that he embezzled \$1,150 of funds belonging to the State Board.

Mr. Bodemann is out of the city, having gone to Springfield, so that it is impossible to present his views on the case. It appears that the indictment was brought in on the basis of evidence furnished by Mr. Bodemann.

Chaffee is reported, in the Chicago newspapers, as saying: "The reason Bodemann had me indicted is that there was not enough money for all the members of the board, and I was selected as a scapegoat."

"Each month when I handed in my expense account Bodemann would say that it was so large the board would not allow it. On his advice I would scale it down and the board would then pass it. Bodemann would pay me the difference between the amount allowed by the board and the amount on my bill as originally rendered. He took this money from the board's treasury. He promised at the end of the year to allow me an expense account to balance the discrepancy and square the books that way, but he didn't do it."

"When the discrepancy was discovered I explained this to the board. Its members demanded that I return them the amount, and I refused to do so. They made me other propositions looking to my giving them a note, paying them a small amount in cash and so forth, but I refused to agree. Then Bodemann withheld the check for my month's salary. I could not force him to give it to me in any way, so I brought a replevin suit against him."

It must be borne in mind, of course, that the above interview is quoted from a sensational daily paper.

Angostura a Valid Trade-Mark.

The United States Circuit Court of Appeals has handed down a decision affirming the decree of the United States Circuit Court for the Northern District of Illinois granting to Dr. J. G. B. Selgert & Sons the exclusive right to the use of the word Angostura in connection with bitters.

MANUFACTURING PERFUMERS.

Ninth Annual Convention—A Full Delegation Present—

The Use of Fictitious Foreign Names Condemned—American Perfumes Lead the World.

The ninth annual convention of the Manufacturing Perfumers' Association of the United States was held in the rooms of the Downtown Club on Thursday and Friday of last week, about 60 members, active and associate, being present. President James E. Davis, of Detroit, presided. The first day's session, which was preceded by a luncheon, was taken up with the address by the president, reports of standing committees and the nomination of officers for the ensuing year. Many subjects of direct interest and importance to the perfumery trade were discussed and acted upon.

In his annual address, President Davis referred to the work of the association during the past 12 months, as carried on by the various committees, and he highly praised and thanked the latter for their faithful and efficient services. One of the most important parts of his address was that which dealt with trade abuses. He urged the association to give most careful consideration to these and to adopt measures which would tend to greatly reduce, if not entirely eliminate, the evils among which he enumerated the following:

Prepayment of freight in less than \$25 lots; the consignment of goods; dating bills ahead; free offers and gratuities or premiums; the practice of putting up American made perfumes under fictitious foreign names, thereby giving the impression that they had been imported and thus increasing the demand for foreign made perfumes; encouraging the trade to have goods put up under their own name, thus causing a loss of trade to the manufacturer; the custom among essential oil men to secure orders by offering to supply formulas for making perfumes, and small quantities of essential oils for this purpose, to those who are not legitimate manufacturers; excessive discounts; giving bonuses of advertisements in publications and prizes of objects not related to the perfumery business, such as clocks, etc.; extra discount for cash; exchange of goods that do not sell with the retailer, and claims for shortages.

Henry Dalley, chairman of the Committee on Legislation, made a report on various measures now pending in Congress. The report opposed the French reciprocity treaty, but favored the enactment of the Joy bill reducing the internal revenue tax on alcohol, and the Lovering Drawback bill.

The report of the Committee on Importations and Undervaluations of Foreign Goods told of the work done toward stopping undervaluation of these goods—an evil from which it was stated the perfumery trade had suffered a good deal. The Membership Committee reported an addition of 20 new members, active and associate, since the last annual meeting. The report of the Committee on Trade Interests treated at some length the subject of trade abuses already mentioned. All of the reports were referred to the Committee on Resolutions, who reported on them at Friday's session.

Members of the association spent a part of Friday in inspecting the New York Clearing House and the new building of the Chamber of Commerce. In the evening the members and their wives, daughters and guests attended a performance at Daly's Theatre, and later had supper at Delmonico's. The committee who had charge of arrangements for the entertainment of members, their wives and guests, consisted of James M. Montgomery, chairman; George Lueders, Wm. M. Lowrey and F. M. Harrison, all of this city. The committee spared no pains to make the entertainment feature of the convention as pleasant and enjoyable as possible, and their efforts were highly successful. Mr. Montgomery, the chairman of the committee, in particular, devoted his entire time to the work of the committee for a week prior to the meeting, and as a consequence the arrangements for the entertainment were perfect in every detail.

OFFICERS ELECTED.

At the second day's session on Friday, February 6, the following officers were elected to serve during the ensuing year: President, George E. Lorenz, Toledo, Ohio; first vice-president, Richard A. Hudnut, New York; second vice-president, Adolph M. Spiehler, Rochester; secretary, James E. Davis, Detroit, Mich.; treasurer, Robert C. Eastman, Cincinnati. Executive Committee, Henry A. Dalley, Sturgis, Coffin, Alfred Wright, Gilbert Colgate, Theodore Ricksecker.

PHENACETIN AND THE NEW YORK HEALTH DEPARTMENT.

Independent Analyses Reveal Discrepancies—A Serious Charge Against the Department—A Friendly Suggestion by Professor Diekman—Department Decides Not to Prosecute Druggists—Dr. Deghuae's Intimate Knowledge Regarding the Marketing and Sale of Phenacetin.

Trouble seems to be brewing for the Department of Health of this city as the result of its recent investigation into the purity of phenacetin sold here. There is a growing conviction among well informed pharmacists in Greater New York that the department's analyses of nearly 400 samples of this drug, which, according to official returns, showed such sensational results, was not properly conducted, so far as the chemical test is concerned. This conviction is not merely a surmise, but is based on known facts which, to say the least, cast much doubt upon the accuracy of the conclusions reached, and spread broadcast by the department. Aside from this serious phase of the situation, druggists are sharply criticising the department for the publicity given to this matter, which has tended to cast reflections upon the entire profession.

DISCORDANT RESULTS.

There was a most important development in this controversy last week. Some samples of phenacetin, which the authorities at the New York College of Pharmacy were informed and believed were procured from the same sources as were samples obtained by the Department of Health, were analyzed at the college. They were all found to be absolutely pure phenacetin, although the stores from which they were obtained are known to be on the list of the department as having sold adulterated phenacetin. The college also obtained some of the so-called "smuggled phenacetin," analyzed it, and found no trace of acetanilid.

A SERIOUS CHARGE AGAINST THE HEALTH DEPARTMENT.

But what seems more surprising still is the following little bit of news which may be accepted as absolutely authentic. The Health Department procured a sample of "phenacetin" from a Third avenue druggist, and this sample was declared in the official report to have been adulterated with acetanilid. Subsequently a sample was procured from this druggist from the identical package that the Health Department sample was taken from, was taken to the New York College of Pharmacy and there analyzed. The analysis showed it to be pure phenacetin! But what is stranger still, another sample from the same package and the same store was taken to the Health Department, and the latter declared that that sample was pure phenacetin; the first report made by the department on the same material was that it was adulterated with acetanilid.

Naturally, druggists who know these things find it most difficult to reconcile all these conflicting results of analyses, and are more than inclined to doubt the accuracy of the Health Department's conclusions, and to question their bona fides in conducting the crusade against druggists.

WAS THE UNRELIABLE ISONITRIL TEST EMPLOYED?

It is worthy of note in this connection that 267 out of the 373 samples analyzed by the department were reported to have been mixtures of phenacetin and acetanilid. The official report does not state the exact percentages of acetanilid found in each sample; it is understood, however, on unquestionable authority that a very large part, in fact, the great majority of these 267 cases, showed traces of not over 1 per cent. of acetanilid. This is another fact that strikes druggists as being most singular. They declare that it would not be worth while for any one to substitute such a small percentage as that. The belief is entertained in many quarters that the chemist of the Department of Health may have employed a certain test, known as the isonitril reaction, to detect acetanilid. In that test, it is well known among chemists, if the reaction is allowed to go on too long, even absolutely pure phenacetin will develop the peculiar isonitril reaction deemed characteristic of acetanilid. It is pointed out that phenacetin is chemically nothing more than ethoxyacetanilid, and on boiling with a solution of potassium hydroxide and further treatment with chloroform, as is required in the isonitril test, the phenetidin, which is formed, undergoes the usual transformation, resulting in the formation of phenyl-isonitril, which is recognized by its unpleasant and penetrating odor.

A FRIENDLY SUGGESTION TO THE DEPARTMENT.

Prof. George C. Diekman, of the New York College of Pharmacy, was interviewed on the subject by the AMERICAN DRUGGIST, and said: "The Health Department probably has some portion left of the samples it analyzed. In all friendliness to the department, and in fairness to the druggists, it seems to me the department should be asked to have another analysis made of these samples by a disinterested party. And, furthermore, I think it would be well if it were known just what test the department's chemist used in making his analysis." Dr. Diekman expressed surprise at the department's investigation, or rather the results, especially since about a year ago the Board of Pharmacy analyzed some 60 samples of phenacetin, procured from stores suspected of substituting, and only two samples were found to be adulterated.

INTERVIEW WITH CHEMIST DEGHUAE

Dr. Deghuae, the chemist of the Department of Health, was questioned by the AMERICAN DRUGGIST in regard to the phraseology employed by his inspectors in making purchases of phenacetin, the suspicion having arisen in some quarters that the article asked for in many cases was "headache powder." In reply to an inquiry as to what the inspectors really called for, and the exact form of their inquiry, he declared that they had asked for "phenacetin," and that the inspectors in many cases even asked the druggist, after receiving the package, if he was sure he had given them pure phenacetin. Dr. Deghuae thereupon showed the reporter several samples that had been collected, bearing the druggist's label with the word phenacetin written thereon. He said they were representative samples. His attention was called to the fact that the Health Department had been criticised for taking up a proprietary article such as phenacetin, and he was asked why that had been selected. He replied that the department had several drugs under a systematic investigation, although for obvious reasons he could not disclose just what drugs were under surveillance; but the investigation at the outset seemed to show adulteration and substitution in phenacetin was being practiced more largely than in other drugs, and that article was therefore given attention first. He said it was the intention to continue the investigation begun in other directions. As to the department's authority to investigate alleged adulteration in phenacetin or any other proprietary preparation or drug, Dr. Deghuae cited the New York State Food law, which says, with regard to adulteration:

No person shall, within the State, manufacture, produce, compound, brew, distill, have, sell or offer for sale any adulterated food or drug. An article shall be deemed to be adulterated within the meaning of this act, in the case of drugs—

1. If, when sold under or by a name recognized in the U. S. Pharmacopoeia, it differs from the standard of strength, quality or purity laid down therein.
2. If, when sold under or by a name not recognized by the U. S. Pharmacopoeia, but which is found in some other pharmacopoeia or other standard work on materia medica, it differs from the standard of strength, quality or purity laid down in such work.
3. If its strength or purity fall below the professed standard under which it is sold.

DRUGGISTS WILL NOT BE PROSECUTED.

"Will any of the druggists whose samples were found by the Health Department to be adulterated be brought to trial?" was asked.

"I do not think that is likely," replied Dr. Deghuae. "The department does not wish to work any hardship upon these druggists. Its sole object is to stop, if possible, the practice of substitution and adulteration, and to that end desired to secure as much publicity of the results of its recent investigation as possible. By exposing this practice it is hoped to put an end to it, or at least reduce it to a minimum. Those druggists who are above such practices certainly need have no fear, and they should welcome an investigation and inspection or analysis of their goods at any and all times, as they no doubt do.

NO ACETANILID IN CANADIAN PHENACETIN.

"The point was brought up during the investigation," he continued, "that possibly the manufacturers of phenacetin purposely put a small percentage of acetanilid in their product made for the Canadian market, in order to trace it in the event of its possible re-exportation to this country. Such, however, is not the case. A sealed package of the genuine Canadian phenacetin, or rather the phenacetin sold for Canadian consumption, was brought here and analyzed, but it contained no trace whatever of acetanilid. Furthermore, the phenacetin put up for Canadian use is in pound packages, whereas the genuine article, I am told by druggists, can be bought in the United States only in ounce packages. It brings about \$5 a pound in Canada, as against \$15 a pound, approximately here. It is possible that some of the druggists in this city have been a little careless as to the source of their supplies of phenacetin.

and have been buying from unscrupulous and irresponsible parties who have offered them 'phenacetin' at a price much below the regular market price here. In other words, the sellers, in some cases, may have done the adulterating or substituting, and the druggist himself may have acted in good faith in buying, but was imposed upon. That, I say, is a possible explanation of why so much phenacetin has been found to be impure; but even so, that does not relieve the druggist from responsibility. Every druggist must know that there is a fixed price for phenacetin in the United States, and one would think that his suspicions would be aroused as to the genuineness or purity of any phenacetin offered to him at a materially lower figure. If he bought such 'phenacetin' he must have known he was taking more or less chance, and if the article was found to be impure, the responsibility and blame rest upon him alone, for the public holds him responsible for the standard of the drugs he sells."

TO ORGANIZE THE EASTERN STATES.

The Executive Committee of the N. A. R. D. Have a Three Days' Session in Chicago—Organizers to Come East—Action of the Miles Medical Co. Indorsed—The Next Meeting Place Discussed.

Chicago, February 4.—The Executive Committee of the N. A. R. D. held a meeting January 26, 27 and 28 at the Stratford Hotel on Michigan avenue. Organization work received a large part of the attention of the committeemen and formed the topic to which the entire time during the latter part of the three days' sessions was devoted. It was decided to give particular attention to the work in Eastern cities, and in order to push the work there as rapidly as possible men will be withdrawn from the Southern and Western districts and will be sent East. The time and place of the next annual convention was not decided upon, though both Pittsburg and Indianapolis are being considered. The invitation of the New Orleans Association was declined.

THE MILES MEDICAL CO. COMMENDED.

The following resolutions were passed:

Resolved, That it is the sense of the committee that the plan adopted by the Dr. Miles Medical Company, while recognized as not being perfect, receives the indorsement of the committee and its hearty commendation.

Resolved, That the committee urges individual members of affiliated associations to sign the contracts of the Dr. Miles Company, and to give their hearty support in making this plan a success.

The secretary was instructed to notify the Proprietary Committee of the N. W. D. A. of the action taken in indorsing the Dr. Miles Medical Company's contract, and urging jobbers to join in giving hearty support to the plan.

The Milkine Company were given a hearing regarding their alleged grievance against the National Association.

A resolution was adopted to change the constitution and by-laws, so as to broaden the scope of the National Association. This plan will be presented in full at the next convention, when it will be discussed in full.

The secretary was instructed to secure data, to be presented at the next convention, in regard to the advisability of issuing a national salesman's card.

The New Georgia Cocaine Law.

Following is the text of the act prescribing the manner of selling cocaine in the State of Georgia, which was approved by the Governor on December 5:

Section 1. Be it enacted by the General Assembly of the State of Georgia, and it is hereby enacted by the authority of the same, That from and after the passage of this act it shall be unlawful for any person to sell, dispense or deliver to any person cocaine in any form whatever except upon the written prescription of a legally licensed and registered physician or dentist, in which prescription shall be written the name of the person who is to use the same, and such prescription shall not be refilled without the written consent, each time, of the person prescribing the same; provided, however, that this act shall not apply to manufacturers or wholesale druggists who shall sell to licensed druggists for wholesaling or retailing, or who shall sell to lawful practicing physicians.

Sec. 2. Be it further enacted by the authority aforesaid, That any person violating the provisions of this act shall, upon conviction, be punished for a misdemeanor.

Sec. 3. Be it further enacted by the authority aforesaid, That all laws and parts of laws in conflict with this act be and the same are hereby repealed.

DISTRICT OF COLUMBIA.

Opposition to Drug Clerks' Bill—Disapproved by Local Health Board—Board of Pharmacy With the Health Board in the Matter—Clerks Want a Representative on the Board.

(From our Regular Correspondent.)

Washington, February 3.—The District Commissioners will report adversely on the proposed amendment to the pharmacy act in pending Senate and House bills fixing the hours of work for drug clerks and giving them representation on the Board of Examiners in pharmacy. Their decision is based on a report by Dr. William C. Woodward, Health Officer, approved by the Commissioners of Pharmacy. He holds that limitation of hours of service of druggists must in principle be based upon danger to the community reasonably expected from the too prolonged continuous employment, and that the regulation proposed in this bill is not based on such principle. As to representation of drug clerks on the Board of Examiners, he says that is within the discretion of the Commissioners under the existing act.

Commissioner Woodward's report on the bill to the Commissioners of the District of Columbia follows:

The Honorable Commissioners, District of Columbia, Washington, D. C. Gentlemen.—Referring to a bill to amend an act to regulate the practice of pharmacy in the District of Columbia, approved June 15, 1878 (H. R. 16,127), which has been referred to this office, I have the honor to submit the following report:

The purpose of this bill is twofold. First, to limit and to a certain extent to fix the hours of duty of drug clerks, and, second, to enlarge and reorganize the pharmaceutical examining board.

Limitation by law of the hours of service of druggists must in principle be based upon danger to the community reasonably expected to result from their too prolonged continuous employment, and a law imposing such limitation should be directed toward the prevention of such danger with reasonable directness. These postulates do not seem to be impressed upon the pending bill in a manner sufficiently clear and positive to warrant a favorable report on it.

If it is unsafe to allow a drug clerk to work more than ten hours daily it would seem to be at least equally unsafe to allow the proprietor of a drug store to do so; yet this bill limits the hours of clerks only. If it is unsafe for a clerk to work more than ten hours in any one day, clerks should not be allowed to work longer than that period; the pending bill, however, does not limit the number of hours which a drug clerk may work but limits merely the number of hours which his employer may lawfully require him to do so. And certainly there is no such definite relation between the safety of the public and service rendered by drug clerks after six o'clock p.m. as would justify a prohibition on service rendered after that hour even for a certain limited number of days each week, which prohibition it is sought to establish through this bill.

I am unable to find any reason for increasing the size of the board of examiners in pharmacy by the appointment of additional pharmacists, whether proprietors or clerks. The business methods of the board and the records which it keeps are of the very simplest character. The average number of pharmacists registered annually during the past five years, without examination, has been but 31, and the number of candidates examined annually during that period has been but 43. No practical test of the ability of the candidate is required, and he is subjected to no oral examination. The examination is entirely written and is limited to three branches: chemistry, pharmacy and materia medica. Under such circumstances it seems that five examiners should be able to do the work of this board.

Neither does it seem to me necessary to provide by law for the appointment of drug clerks, as such, on the examining board. Drug clerks may have interests sufficiently distinct from those of their employers as to render it desirable in the interest of the public that they should have a voice in the examination of applicants for registration as pharmacists. In my judgment such interests do in fact exist, and the appointment of one or more drug clerks on the examining board would tend to insure the efficiency of that organization. No law is necessary, however, to accomplish this result. The Commissioners of the District have even now full authority to appoint clerks in preference to appointing pharmacists who are proprietors of drug stores and *vices versa*, or to create a mixed board, and the matter can safely be left to the discretion of the Commissioners, at least until it is found feasible to amend the law as a whole.

In view of the foregoing statement I have to recommend that this bill be returned to the Committee on the District of Columbia of the House of Representatives, with a recommendation that it be adversely acted upon.

(Signed)

W. C. WOODWARD, M.D., Health Officer.

CLERKS WANT A REPRESENTATIVE ON THE BOARD

Fred. T. Hafelfinger, secretary to the Registered Drug Clerks' Association, has asked the Commissioners if the association cannot have a representative on the District Board of Pharmacy. He believes that it would be only justice, "as the majority of the members of the organization are graduates of the College of Pharmacy here, and are beginning to realize that alongside of them is a power that can flood the city with drug clerks if it should feel so disposed, lessen the chances of those already here, lessen our wages by inducing outsiders to come here, and we could not raise a voice in protest. We are the ones most vitally affected by the actions of the Board of Pharmacy."

The Board of Pharmacy examined at its first quarterly meeting 13 applicants for registration and found five competent to practice pharmacy, who were given certificates. Their names are J. A. Eckloff, W. W. Green, J. B. Holland, H. E. Sprucebank and E. E. Mathews.

GREATER NEW YORK.

Charles A. West, vice-president of the Eastern Drug Company, returned last week from a trip to the West Indies. He was one of the party that enjoyed the Hamburg-American Line cruise on the steamship "Moltke."

Twenty-seven applicants for licenses took the examination held by the Board of Pharmacy at the Brooklyn College on January 21. Out of this number only six passed—namely, John M. Lewis, Christopher Meade, Joseph A. Braudie, Percival D. Bailey, John C. Pledermann and Herman Crolley.

Percy W. Hyers, a prescription clerk at Perry's Pharmacy in the World Building, was run over by a street car at Eleventh and West streets on January 31. His leg was amputated, and he died from the results of the wound on last Monday morning. Mr. Hyers came to this city from Dayton, Ohio, and clerked at Richard Hudnut's store before going to Perry's, about three years ago. He was a well informed pharmacist, an indefatigable worker, and had the respect and esteem of all who knew him.

A. P. Hamilton, long identified with the drug interests of this city, and James S. Schneider, also previously associated with the drug business, have become members of the firm of Fitzsimmons & Gleeson, importers and exporters of drugs and chemicals, and the style of the firm is now Fitzsimmons, Gleeson & Co. In addition to a complete line of fresh stock, roots, herbs, seeds, etc., they will operate a gum department, comprising all grades of gum arabic, tragacanth and senegal, also vanilla and tonka beans. Mr. Hamilton is now in the European markets purchasing stock from primary sources, and the firm will soon be in position to place before buyers advantageous offers.

COLLEGE COMMITTEES.

President Chandler, of the College of Pharmacy of the City of New York, has made the following appointments to committees for 1908: Commencement Committee: Arthur O. Searles, chairman; Reuben R. Smith, Clarence O. Bigelow, William H. Ebbitt and Oscar Goldman. Nominating Committee: Ewen McIntyre, chairman; William H. Ebbitt, Albert Plaut, Gustavus Balser, Charles S. Erb, Samuel W. Fairchild and Oscar Goldmann. The latter committee is to prepare a list of officers and trustees as candidates to be voted for at the annual meeting on March 17.

The New York Alumni Ball.

The most important event of the social season in local pharmaceutical circles is the annual concert and ball of the Alumni Association of the College of Pharmacy of the City of New York. The eighth of these annual events, which took place on Wednesday evening, February 4, at the Grand Central Palace, was generally conceded to be the most successful in the history of the association, both as regards the character of the entertainment and the number in attendance. The Grand Central Palace has, we believe, the largest dancing floor of any hall in the City of New York, and this floor was well filled with dancers throughout the evening. Prior to the dancing, however, the guests were entertained with a concert of vocal and instrumental music, including songs by the Valentine Quartette.

An agreeable innovation was introduced in the omission of a set interval for the supper hour. The guests were invited to go in to supper at their own convenience, and no interruption in the programme was made. The music was furnished by two orchestras, who played alternately dance and promenade music, the music being noticeably good. The officers and members of the various committees are to be congratulated on the marked success of the entertainment. Following the custom of some years' standing, the Phi Chi and the Kappa Psi fraternities, the graduating and the junior classes and the Retail Druggists' Bowling Association, each had separate boxes, which were handsomely decorated with the college colors, class flags, etc. George W. Morse, '00, acted as floor manager, assisted by Philip Fitz, '91; J. S. Brewer, '01, and a large floor committee. Thomas M. Davies, '94, was chairman of the Reception Committee, being assisted by L. F. Gregorius and a numerous committee. Harry B. Ferguson, '95, was chairman of the Press Committee; G. H. Hitchcock, chairman of the General Subcommittee, and Fred Borggreve of the Executive Committee.

THE BROOKLYN COLLEGE CELEBRATES.

The New Building Dedicated—Addresses by President Klein and Mr. Muir.

The new building of the Brooklyn College of Pharmacy, at No. 265 Nostrand avenue, was formally opened with appropriate exercises on Thursday evening, January 29. The building was open to inspection during the afternoon and evening, and was visited by a large number of pharmacists and friends. The formal ceremonies attending the opening took place in the evening in the lecture room. The platform was decorated with festooned flags and the college colors. The exercises began by the architect, William H. McElfatrick, turning the keys over to the contractor, J. M. Chatterton, who in turn presented them in a brief address to the Building Committee, which was composed of William Muir, chairman; Frederic P. Tuthill, Peter W. Ray, E. G. Rave, Adrian Paradis and T. J. France. Oscar C. Kleine, president of the Kings County Pharmaceutical Society, presided and said in part:

"Previous to 1869 any one could open a drug store. It is not so now. The present condition shows the progress that has been made in pharmacy and the triumph of science over ignorance and error. This society was formed for the purpose of scientific research, and the society has never deviated from that purpose. We earnestly hope that the learning acquired within the walls of this college building will redound to the benefit of suffering humanity."

Chairman Muir, of the Building Committee, in presenting the keys to the president, said in part: "One year ago a committee of six was appointed with full power to push forward the work of constructing this building. It was known as the 'Ways and Means Committee'—the ways were many, but the means were limited. To what extent we have succeeded in fulfilling our duty you can see by the evidence before you. The committee feels proud of the work it has done."

Mr. Kleine then introduced A. Stewart Walsh as the speaker of the evening. In the course of his address he spoke of the great importance of pharmacy, the benefit to be derived from colleges of pharmacy and the need of more active support to these institutions from the general public. Wm. C. Anderson, dean of the college, spoke, among other things, of the good the college was accomplishing.

At the conclusion of the exercises a collation was served.

Parke, Davis & Co. Girdle the Globe.

Evidence of the world-wide extension of the business of Parke, Davis & Co., of Detroit, New York and London, was furnished to the editor of the AMERICAN DRUGGIST last week by a visit from David A. Ruffmann, their representative in St. Petersburg, Russia. He was accompanied by F. M. Fisk, the well-known head of Parke, Davis & Co.'s British branch in Queen Victoria street, London. Mr. Ruffmann left London in company with Mr. Fisk early in December, and has been busily occupied since his arrival in the United States in familiarizing himself with the work conducted in the various departments at the home office and laboratories of Parke, Davis & Co. Mr. Ruffmann is a native of Russia and has been connected with the importing drug business both in France and Russia for several years past.

Registered by the New Jersey Board.

The following candidates were successful at the January examination of the New Jersey Board of Pharmacy. The next meeting of the board for examination will be held on Thursday and Friday, April 16 and 17. Candidates for examination should apply for blanks, etc., to the secretary, Henry A. Jordan, Bridgeton, N. J.: Registered Pharmacists: Frank Applebaum, Paterson; Newton Rutz, Atlantic City; Wm. F. Bornmann, Hoboken; Harry C. Hubbard, Red Bank; William F. Hart, Verona; Marshall C. Holmes, Trenton; Joseph A. Herzenberg, New York City; Max Hemmendinger, Newark; Frederick J. Keller, Paterson; Raoul D. Keim, Newark; Thomas B. Lee, Camden; Robert E. Lutz, Bolling Springs, Pa.; William S. McDermott, Paterson; Bessie Russ, New York City; David C. Rose, Asbury Park; Louis H. Robinson, Brooklyn, N. Y.; Norris J. Schultzman, Newark; James L. Tuohy, Woodstown; Conrad E. Wick, Jersey City.

Registered Assistants: Samuel Y. Althoff, Camden; Edwin A. Dilks, Perth Amboy; Edwin H. Jaques, South Amboy; Milton E. Rohrbaugh, Moorestown; Joseph A. Stockler, Philadelphia, Pa.

WESTERN NEW YORK.

Cut-Rate Stores Seek a Location—Erie County Indorses N. A. R. D. Work—To Oppose the Cigar Trust—Licenses Issued.

(From our Regular Correspondent.)

Buffalo, February 3.—Business in the Buffalo retail drug stores is only fair, with prospect of continuation of the same moderate trade indefinitely. There is no increase of ill health in the city and no cause for uneasiness, but the repetition of unfavorable reports of Niagara water by the health authorities. It is stated that the percentage of chlorine in the water has doubled since it was first regularly tested, but it is small yet. The filter plant asked for will hardly be built so long as the general health is as good as it is. An expert who has studied the filter plant of Hamburg, Germany, says that with the amount of water used in Buffalo such a plant would cost \$100,000,000.

A CUTTER COMING.

The city druggist is just now much interested in the reports of cut-rate stores that are trying to find location here. It is said that an Eastern concern has an option on a store near the Genesee Hotel, and that there is prospect of a deal. The store, if opened, will be a genuine slasher that will have to be given the field or fought to the finish. There are certainly troubles enough in the city retail drug trade now to contend with.

Another report has it that there is to be another store established that will make up all sorts of prescriptions fairly in the slot-machine style, and that it will take that trade so completely that there will hardly be need of either druggist or doctor.

The last meeting of

THE ERIE COUNTY PHARMACEUTICAL ASSOCIATION

received a lengthy report of President Smither, of the N. A. R. D., of the late meeting of that body in Chicago, and took up with great enthusiasm the plan of the Miles Medical Company, of Elkhart, Ind., for protecting the trade from cut prices, so that all preparations shall command full prices instead of an agreed reduction. All present joined the movement.

TO OPPOSE THE CIGAR TRUST.

A meeting was also held on the 2d to organize a movement in opposition to the retail cigar trust. The druggists do not lead this movement, but on invitation quite a number of them have taken part in it.

LICENSED BY THE BOARD.

At the last examination held by the western branch of the State Board of Pharmacy, the following licenses were granted: Pharmacists, E. T. Bryant, with Adon Rice, Buffalo; W. C. House, of Central Square, N. Y.; G. W. Parkinson, of Gowanda, N. Y.; Lucy Schorp, at Dr. Hill's chemical laboratory, University of Buffalo; A. W. Wagner, with Heegard, Genesee street, Buffalo; Druggists, E. B. Blight, with his brother, A. A. Blight, Buffalo; C. B. Cooper, with B. H. Thompson, Buffalo; B. C. Hayes, with drug department of Faxon's grocery, Buffalo; J. H. Mason, of Alderman Mahoney's pharmacy, Niagara Falls; R. R. Street, at Breckon & Braman's pharmacy, Buffalo; F. E. White, College of Pharmacy from Rushford, N. Y. Exchange licenses were also issued to Clark W. Mills and G. E. Shapaker, of Buffalo, they having lost their original ones. One applicant was refused a license because he was found using a "pony," though he was a bright fellow and would have gone through without it. Seventeen country store permits were issued.

MINOR NEWS NOTES.

Great preparations are under way for the annual ball of the Buffalo pharmacists, which takes place on February 26. The attendance is usually very large.

The Buffalo Druggists' Bowling Club has a match on with the Unions, a club of crack bank clerks, who have beaten them once or twice, which is something that is not easy to do.

Alfred F. Kuhn, druggist at William and Watson streets, Buffalo, was married on January 20, the bride being Miss Cora Elizabeth Taylor, also of Buffalo.

David M. Cowan, of the Buffalo wholesale house of Plimpton, Cowan & Co., has been obliged to give up business on ac-

count of nervous difficulties. Overwork is considered the cause of the attack. It may be some time before he can resume his many duties.

C. M. Lyman, not long ago one of the best known druggists in Buffalo, but now a resident of the suburb of West Seneca, which includes the new steel plant, is prominent in the move to erect into a separate city what was only a tract of swamp land three years ago.

Horace P. Hayes, not content with owning four drug stores in Buffalo, is very much of a business man besides. Some time ago he bought a shop where automobiles are repaired, and the plan is to build new ones there before long. A short time ago he also bought out the establishment of the Buffalo Christian Uplook, a Methodist denominational weekly, which has been in prosperous existence a long time.

MASSACHUSETTS.

Boston Druggists Organized in Two Associations—Henry Canning and Geo. W. Cobb as Presidents—The Quincy Association Expands—Officers Elected by the Boston Druggists' Association—Registered by the Board—Drug Legislation.

(From our Regular Correspondent.)

Boston, February 4.—At the call of C. P. Flynn, president of the Apothecaries' Guild of Boston, and the executive officers, a meeting of the owners of drug stores north of the Boston & Albany R. R. tracks and east of the Public Garden was held at Young's Hotel Thursday, January 22. This district has since been extended to Dover and Berkeley streets down to the Charles River. Mr. Flynn was in the chair and Secretary Charles performed the duties of secretary during the opening proceedings. Dr. N. W. Hoffman, the organizer of the N. A. R. D., who is in charge of the organization here at present, outlined the plan upon which he was proceeding and explained the workings of the organization. Representative Bullock, of New Bedford, told what had been done in his city, and urged the druggists of Boston to organize and co-operate with the N. A. R. D., in which, he said, he had great faith. Dr. Garst, of Worcester, said he was thoroughly in sympathy with the N. A. R. D., and wished to dispel any idea that might prevail that he was out of line because they had not done everything he wished them to do. He spoke of a bill which he is introducing in the Legislature to make it a criminal offense to obliterate the markings on a package which are to be a feature of the contract and serial numbering plan. Mr. Charles, of Malden, told about what had been done in his section. The Boston druggists present asked some questions and it was then voted to organize. It was voted that the name of the association should be the Boston Apothecaries' Association, Auxiliary No. 1.

The constitution was then adopted article by article. Of the prominent officers it was decided to elect a president and secretary only at this meeting, leaving the other places to be filled at a later date.

OFFICERS ELECTED.

Henry Canning was elected president and W. E. Capper secretary. The constitution provides for a president, two vice-presidents, secretary and treasurer, which officers shall constitute the Executive Committee. It was announced that the Schedule Committee was at work preparing a minimum schedule for the down town druggists. This, it is expected, will be a material advance over the prices now in force.

Dr. Hoffman announced that he would proceed to visit all the druggists in the locality and endeavor to secure their consent to become members, and their signatures to support and abide by the by-laws. Dr. Hoffman will be assisted by two organizers of the N. A. R. D. in this work, and the general feeling of the committee was that a good start had been made toward the desired end.

EAST BOSTON TO BE ORGANIZED.

At a meeting of the druggists of East Boston on January 27 it was voted to organize. Dr. Hoffman was present and made an address. Officers were chosen as follows: President, G. W. Cobb; vice-president, F. A. Woodbury; secretary and treasurer, C. A. Packard, Ph.G., and chairman of the Executive Committee, Mr. Mahoney. It was voted to join the N. A. R. D., also to call the organization Auxiliary No. 10. A schedule will be adopted as soon as one is put in operation in Boston proper.

Organizer Hoffman now has the services of F. E. Stamm as assistant.

The association formed at Quincy a year ago has been so successful that its scope has been extended so as to include the members of the business in Weymouth, Braintree, Milton, Hingham and Cohasset. At a meeting recently a new association was formed and these officers were elected: President, E. J. Murphy; vice-president, George M. Hoyt; secretary, H. H. Hill; treasurer, Stephen A. Pierce.

THE ANNUAL MEETING OF THE BOSTON DRUGGISTS' ASSOCIATION

was held at Young's Hotel on the evening of January 27, and under the able guidance of President Hubbard it proved a great success. After the transaction of routine business the following officers were elected: President, R. L. Richardson; treasurer, G. H. Ingraham; secretary, James O. Jordan; Executive Committee, F. A. Hubbard, G. F. Kellogg, Dr. A. Nott, Joel S. Orne, E. W. Keyes, C. P. Flynn and W. D. Wheeler; Membership Committee, A. K. Tilden, Henry Canning, John G. Godding, Frank A. Davidson and William F. Sawyer.

The annual dinner followed, at which there was much good cheer and music. President Hubbard introduced the following speakers: Postmaster George A. Hibbard, Rev. Edward A. Horton, D.D., Arthur W. Dolan, Charles E. Ensign and Amos K. Tilden.

LEGISLATIVE MATTERS.

The Board of Pharmacy does not believe that a druggist who may be convicted at any time of violating or abusing the privileges of his license should have his offense condoned by a mere suspension, but is of the opinion that the license should be revoked. The board's idea was explained to a State House committee recently and later a finding will be made.

REGISTERED BY THE BOARD.

During January the following were successful at board examinations: Frederick H. Baldwin, Winthrop; Louis A. Lebowich, Boston; Dennis A. Murphy, Monson; Daniel Seinelger, Boston; Frederick Hinchliffe, Waltham; Bertram A. Dexheimer, Weymouth, and John J. Hammers, Braintree. Messrs. Lebowich, Murphy, Dexheimer and Hammers are M. C. P. men.

PROVIDING FOR FOOD AND DRUG INSPECTION.

A bill recently introduced provides for the creation of a department of the Board of Health to be known as the Department of Food and Drug Inspection. This department is to enforce laws relative to the manufacture and sale of adulterated drugs and food. The board shall elect a chief at a salary of \$2,000. Any person now in the Service of the State in the inspection of food and drugs may be appointed or employed without civil service examination.

James F. McKean, a druggist, wants a law to prohibit persons other than registered pharmacists from designating themselves druggists, pharmacists and the like. A bill has also been introduced prohibiting the sale of liquor in any building used in whole or part as a dwelling. Two other petitions have been presented, one to merge the State boards of pharmacy, medicine and dentistry with the State Board of Health; the other requests that the sale of opium be forbidden.

A DRUGGIST AS A CHEMICAL EXPERT.

George F. Palmer, of Ocean avenue, Chelsea, was an important witness in the recent poisoning trial in that city. Mr. Palmer testified to sales of drugs to the defendant, all of which were arsenic free. He also testified as an expert, having examined a sample of urine for arsenic. He appeared for the Government, as did Dr. B. F. Davenport, former professor of analytical chemistry in the M. C. P. Dr. Davenport found in one of the powders in evidence a mixture of 9 grains of potassium bromide and 6 grains of arsenious oxide.

STATE NEWS.

Seth A. Fowle is on a trip through the South.

Charles A. Killiam has been having a taste of jury duty.

The store of George F. Black, Watertown, was damaged \$300 by a recent fire.

Charles F. Cutler, of the Eastern Drug Company, has been elected a director of the Commercial National Bank.

G. A. Kelly, Ph.G., recently purchased the George Ketchum store, 62 Humboldt avenue, Boston.

The M. S. P. A. annual meeting will be held at North Adams on June 9, 10 and 11. W. E. Orton is the local secretary.

The Lowell Textile School, to which Frederick F. Ayer, of New York, was a large contributor, has just opened its new building.

Mayor Charles L. Dean, of Malden, has been so ill that a portion of the recent city inaugural ceremonies had to be held at his house.

The National Pharmacy of Holyoke was recently organized in this State. Capital, \$2,500. J. Ernest Levesque, president; Anthyme S. Menard, treasurer.

The American Soda Fountain Company recently sold a new fountain to McLellan & Farmer, Rutland, Vt., and a carbonator to F. C. Goodale, of Lowell.

Charles E. Marble, advertising expert of the American Soda Fountain Company, is turning out some excellent specimens of printers' ink. He keeps the mails humming with literature.

On the evening of January 30 the senior class of the M. C. P. dined at Young's, A. E. Picken presiding. Toasts were responded to by George B. Gunn, Mr. McMurray, E. G. Goodale and Mr. Picken.

The following legislative druggists are members of the Public Health Committee: Messrs. Bullock, of New Bedford; Craig, of Lynn, and Nichols, of Boston. Mr. Bullock has been honored with the chairmanship. A bill has already been introduced to prevent deception in the sale of adulterated linseed oil.

The Coleman Co-operative Company, to deal in drugs and chemicals, were recently organized at Augusta, Me. President, F. L. Dutton; treasurer, F. W. Lee. Capital, \$10,000. Directors, C. L. Ingalls, Lowell; J. H. Coleman and F. E. Coleman, both of Quincy; F. W. Lee, G. M. Webber, C. L. Andrews and F. L. Dutton, of Augusta, Me.

NEW ENGLAND NOTES.

A bill has been introduced into the New Hampshire Legislature to regulate the practice of pharmacy and the sale of spirituous and malt liquors.

Proprietor and Manager John J. Carney of the Concord, N. H., club of the New England League is a druggist and has an establishment in Manchester, N. H., that occupies his time in the off season.

The Schlottbeck-Foss Company, Portland, Me., were recently sued by a customer who alleged that he was given "blue butter" for internal use instead of "blue mass," thereby being salivated. After a trial lasting several days the defendants were acquitted.

The Rogers Pharmacy Company have just been organized at Bar Harbor, Me. The company propose to conduct a general drug business. The capital stock is \$5,000, of which \$3,000 is paid in; par value \$50. The promoters are William Rogers, Mark C. Morrison, Stephen L. Kingsley, all of Bar Harbor. William Rogers is president and Stephen L. Kingsley treasurer.

A Handsome Fountain for a Rutland Druggist.

W. B. Berry, the popular salesman of the American Soda Fountain Company, has just sold Messrs. McClallen & Farmer, Rutland, Vt., a 10-syrup Wiscasset soda fountain. The firm of McClallen & Farmer are one of the most enterprising in the State, and we are pleased to see indications of their prosperity. The soda water business is on the boom for 1903, and we think that without doubt the trade in that line will be better than ever before in the history of the United States. Soda water dispensers throughout the country are making plans for an exceptionally large trade.

The Twenty-fifth Anniversary of the Kings County Society.

The regular meeting of the Kings County Pharmaceutical Society will be held to-morrow in the new building of the Brooklyn College of Pharmacy on Nostrand avenue. The twenty-fifth anniversary of the society will be celebrated at this meeting, which will be the first meeting in the new quarters. Prominent speakers will be present, and the Committee on Trade Matters will explain the plan adopted to bring before the physicians the list of suggested formulas from the National Formulary.

PENNSYLVANIA.

Philadelphia Jobbers Will Try the Contract Plan—Louis Emanuel Appointed to Membership on the State Board—Governor Stone's Appointee Rejected.

(From our Regular Correspondent.)

Philadelphia, February 4.—The local jobbers have adopted formal resolutions pledging their support to the serial numbering plan. The resolutions, which are printed elsewhere, were signed by Shoemaker & Busch, Pfrom & Kindig, V. H. Smith & Co., W. R. Warner & Co., Robert Shoemaker & Co., Smith, Kline & French Company, C. S. Butterworth & Co., Fellman & Archer, Aschenbach & Miller and W. H. Pile & Sons.

LOUIS EMANUEL AGAIN A MEMBER OF THE BOARD.

Three men have been appointed by ex-Governor Stone to membership on the Pharmaceutical Examining Board whose appointment has never been confirmed. On coming up for confirmation at this session of the Legislature a protest was made against their confirmation, but the day that the matter was brought up two of the Senators who had the matter in charge were away, and objection was made only to Mr. Minnick. Subsequently Governor Pennypacker appointed Louis Emanuel a member of the board. Mr. Emanuel comes from Pittsburg, and it was through him that many druggists were arrested and fined for not displaying their registration certificates. It is said he has confessed that he made a mistake, though at the time he believed the action taken was for the good of the retail druggists.

On January 29 a committee from the State Pharmaceutical Association called upon Governor Pennypacker in behalf of Mr. Emanuel and to protest against the retention of Mr. Minnick. This committee was composed of Major J. H. Redsecker, of Lebanon; Theodore Ihrig, of Pittsburg; B. F. Pritchard, of Pittsburg, secretary of the Western Pennsylvania Retail Druggists' Association; J. C. Cunningham, of Beaver; H. C. Fraley, of Lancaster; W. C. McIntyre, W. Leedom and H. C. Blair, of Philadelphia.

NO POLITICS IN THE EXAMINING BOARD.

One of the committee who appeared before the Governor said: "Governor Stone made appointments for political reasons only."

"Fortunately we now have a Governor who, I believe, is a man, every inch of him, and who is afraid neither of politicians nor their threats, and who when the time arrives to make appointments on this or any other board will do so, using his own judgment as to the ability and qualifications of the applicant. Speaking for myself, I am satisfied to leave the matter entirely in the hands of former judge, and now his excellency, Governor Pennypacker."

"In regard to the State Pharmaceutical Examining Board. If the people of this commonwealth understood something about pharmacy, of the substitution practice, of the impure drugs and chemicals sold, and of the many wrongs committed by uneducated men owning and running drug stores; of the men destitute of moral character who are intrusted with the compounding of medicines for the sick, I believe they would take enough interest in this matter to see that politics be kept entirely out of the board."

LOCAL NEWS NOTES.

H. Rynard, formerly of Seventeenth and Wharton streets, has purchased the store of C. H. Steinmetz, at Sixteenth and Moore streets.

William R. Murray, who was formerly a clerk for R. J. Burton, is opening a new store at Thirty-eighth street and Woodland avenue.

L. H. Hinkel, of Thirteenth and Dickinson streets, has suffered the loss of his daughter by death, and his many friends extend their sympathy to him.

The business of Smith, Kline & French Company has grown to such magnitude that they are compelled to increase the size of their plant, and they are seriously contemplating adding another story to their building.

The building occupied by D. E. Bransome, the local representative of the firm of Johnson & Johnson, is called the J. & J. Red Cross Building. Every room in this building is occupied by a representative of a drug house.

Dr. C. A. Weldemann, of Twenty-second and Green streets, has sold his store to his son, G. B. Weldemann. The doctor

will continue to maintain his office at the old stand, and will hereafter devote his entire time and attention to his practice.

The Union Drug Company are going quietly along and every now and then secure a new store to add to their circuit. This company have recently purchased the building at Thirty-third and Spring Garden streets. It is proposed to erect one of the finest drug stores in that section of the city.

William B. Burk and wife sailed on February 4 for a four months' trip through the Holy Land and other portions of the Old World. This is purely a trip for pleasure, but on the return trip it is understood that Mr. Burk will visit his representatives in Germany, France and England.

Elaborate preparations are being made for the retail druggists' progressive euchre, to be held at Mercantile Hall on the 10th inst. The prizes are said to be better than ever and everything promises to make the event a notable one. The number of tickets will be limited to 1200, as they were last year, and the committee who has charge of the affair say this will be strictly adhered to.

The old blue law of this State, under which many druggists have been arrested and fined for selling candy, cigars, etc., on Sundays, is destined to go, as a bill has been introduced into the Legislature making it legal to sell on Sunday candy, soda water and all goods usually kept by druggists. The law as it now stands is over 100 years old, but it is occasionally trotted out, much to the annoyance of the public and the irritation of the druggists.

Robert C. Brodie, the veteran druggist at Twentieth and Callowhill streets, was robbed on January 16. A man entered his store and engaged him in conversation while a confederate crawled around the counter on his hands and knees and looted the safe, getting about \$300 in cash and some valuable papers. Up to the present time the thieves have not been apprehended. Though several suspicious characters have been presented to Mr. Brodie, but he has failed to identify them.

The annual banquet and election of the Drug Exchange occurred at the Philadelphia Bourse on the night of January 20. The room was beautifully decorated and a general good time was had. Mayor Ashbridge was present, and he made an address that was mainly a defense of his administration, which is now nearing a close. His Honor was enthusiastically received and his address was listened to with much interest. There were no contests. Adam Pfromm was chosen president and the rest of the officers are about the same as last year.

The North American, of this city, recently contained an account of the meeting of the P. A. R. D., and the report was at such variance with the truth that to druggists it was more amusing than serious, but with those who are not conversant with the true conditions of the retail druggists of this city, it might be supposed from the aforesaid article that all druggists are brigands and robbers. The meeting was simply in regard to discussing the serial number contract system as advocated by the N. A. R. D., but the North American came out in big headlines notifying the people of Philadelphia that the druggists are preparing to advance prices of all medicines, and intimated that sickness would soon become a luxury for the rich only.

The Aim of the Boss in Organization Work.

His first and controlling purpose is to maintain and continue his own ascendancy; his second to control the selection of candidates and the distribution of patronage and favors. In order to be permanently successful he must see to it that no one stronger than himself gains power in the organization. If he perceives a vigorous personality rising in the ranks he must strike it down before it becomes dangerous. Weak or vicious men must be put in the places of necessary power, for they alone will be content to be tools and puppets. Naturally, the organization suffers from this process of elimination, but the boss profits by it. Surrounded by little men, his size and might appear the more prodigious.—Evening Post.

Pharmacy in the Azores.

According to the British and Colonial Druggist, any one wishing to open a drug store in the Azores must obtain the diploma of a pharmacist at a Portuguese university (Coimbra, Lisbon or Oporto) and then register it. Afterward it is necessary to take out a license in the local revenue office, and a day or two before opening to invite the inspector of health to inspect the pharmacy to see if all is in order. But there is an easier way, which is to engage the services of a Portuguese pharmacist, who becomes responsible before the law for the proprietor.

OHIO.

State Board Requirements Made More Stringent—Efforts to Raise the Standard of Qualification—About Two-thirds of the Candidates Fail at Last Examination—Appointment of a Chief Drug Inspector.

(From our Regular Correspondent.)

Cincinnati, February 5.—The examination of applicants for Ohio State certificates to practice pharmacy held recently by the State Board of Pharmacy was unusually severe. It was stated in this correspondence some weeks ago that many of the most prominent pharmacists of the State were interested in a movement to raise the standard of applicants for certificates by making the general form of examination questions more severe, and this statement was denied from several sources, but the result of the examination would seem to indicate that the first story was correct in every essential. Because of the steadily increasing list of applicants from year to year there has been a growing sentiment among the more conservative dealers that more stringent regulations were necessary, and the influence of this sentiment was manifested when the questions were prepared for the last examination. As evidence of the difficult examination only 34 out of 91 applicants for first-grade certificates were successful. Eight of those who failed to reach the requirement of this certificate, however, will be permitted to take a second-grade certificate on examination if they wish it. There were 34 applicants for certificates as assistant pharmacists. Of these but 11 were successful. Henry Meschendorf, of Cincinnati, and Clyde Houston, of Oxford, were in the class of applicants for first-grade certificates who succeeded in getting second-grade certificates.

THE SUCCESSFUL ONES

The following applicants for certificates were announced January 29 as having successfully passed:

Walter Bolender, Canton; Ferdinand A. Demersits, Cleveland; Ike L. Lebensberger, Sandusky; Karl F. Webber, Plymouth; Arthur G. Hague, Cleveland; Arthur T. Hambly, Lorain; J. B. McElroy, Jewett; Jacob T. Haas, Cincinnati; Marion J. Lacer, West Unity; Ernest Owens, Warren; James A. Lucas, Mansfield; Thomas A. Williams, Delphos; Edward A. King, Delphos; Charles B. Clapp, Akron; J. Herold Howson, Chillicothe; John H. Gertler, Wilsonburg, W. Va.; J. G. W. Schafer, Bridgeport; F. O. Groff, Somerset; Clyde E. Albright, Lisbon; Chas. H. Deterding, Sandusky; Walter G. Garber, Cincinnati; Charles Meyer, Cleveland; J. Baker Smith, Tiffin; Harold E. Hurd, Jackson; Albert Edelstein, Cleveland; Clyde H. Culbertson, Bryan; Dion P. Argo, Cincinnati; George H. Schnittger, Cincinnati; Clarence T. Marsh, Cincinnati; Geo. Le Roy Gable, Cincinnati; James H. Sellwood, Cleveland; Will M. Eger, Cincinnati; Charles A. Gardner, Danville; Ray M. Beagle, Marietta.

For the grade of assistant pharmacist there were 24 applicants, of which the following 11 passed: Robert Parks, Belle Center; Charles Schmidt, Gallon; Thomas O. Moore, Morgantown; Will N. Grammer, Zanesville; William J. McGuire, Portsmouth; Carl A. Schultz, Cleveland; Oscar H. Sebastian, Cincinnati; Chester E. Lane, Cleveland; Herold F. Bresler, Toledo; Frank W. Masek, Cleveland; W. O. Pontius, Columbus.

The following may receive certificates as assistant pharmacists on examination for first-grade certificates at their option: E. L. McIntosh, Wellsville; Carl A. Selbel, Cleveland; Albert G. Beirsdorfer, Celina; L. M. Forry, De Graff; Clyde Houston, Oxford; Henry M. Meschendorf, Cincinnati; Schuyler E. Lawrence, Toledo; C. K. Cooke, Bellefontaine.

APPOINTMENT OF A CHIEF DRUG INSPECTOR.

State Food Commissioner-elect Horace F. Ankeney has just made the official announcement that Dr. F. H. Frost, of Lebanon, would be appointed as chief drug inspector of the State. The office is one of the most vital importance to all druggists through the State and it is expected that the selection of Dr. Frost will be a popular one.

CINCINNATI ITEMS.

John G. Fratz has removed his retail store from Kenyon avenue and Baymiller street to Barr and Baymiller streets.

A. V. Hennicke, representing McKesson & Robbins, of New York, has been doing special detail work in Cincinnati territory.

Nearly 500 members and ladies attended the big euchre and reception of the Ohio Valley Druggists' Association at Odd

Fellows' Temple January 31. One hundred tables were arranged and magnificent prizes distributed. The distribution of prizes was followed by a formal reception and dance, with a buffet banquet. Will G. Garber, a popular young clerk in Dow's Pharmacy, was presented with a gold watch and chain by his fellow clerks in recognition of his passing the rigid examination before the State Board of Pharmacy.

ILLINOIS.

Indicted for Selling Cocaine—Grand Jury Takes Action—Propose Amendment to Pharmacy Law—New Home of the Northwestern University Dedicated with Appropriate Ceremonies—Proprietary Professional Schools and Universities—Passing of the Former.

(From our Regular Correspondent.)

Chicago, February 2.—The cocaine agitation has come to a climax with the indictment of five druggists and the recommendation from the grand jury that the members of the Legislature from Cook County secure an amendment to the act regulating the practice of pharmacy, providing for revoking the license of any pharmacist who sells cocaine without a proper physician's certificate. Indictments were returned against the following: William Re, 438 Dearborn street; Allan V. Lane, 1201 Wabash avenue; George S. Malone, 146 North Clark street; G. F. Wisshack, 186 West Madison street; John Hiland, 203 West Madison street.

Action resulted from a request from the Illinois Pharmaceutical Association and the Chicago Retail Druggists' Association to the State Board to check the evil. The members of the board showed that prosecution should be of a criminal nature, and joined with the associations in a request to States Attorney Deneen to proceed under the criminal code.

Wilhelm Bodemann then laid the facts before the grand jury and true bills were quickly voted. It was charged that in certain districts the monthly sales of cocaine run from \$500 to \$1,000. All manner of tricks were shown to have been resorted to by the "fiends" and those who supplied them. Mr. Bodemann's statement that he believed many railroad wrecks to have been due to cocaine attracted wide attention. Those who have been active in the prosecution of the matter before the grand jury urge that similar action toward stamping out the evil be taken in other counties.

DEDICATION CEREMONIES AT NORTHWESTERN UNIVERSITY.

The new home of the College of Pharmacy and the other departments of Northwestern University has been dedicated with notable ceremonies. The building is at Dearborn and Lake streets and was formerly known as the Tremont House. It has been remodeled and is now splendidly fitted for the uses to which it has been put. The building's central location in the downtown district is an important item in its favor. The ceremonies took place on "Founders' Day," and marked the fifty-second anniversary of the launching of the big educational enterprise. The celebration began with a banquet January 27 in the Auditorium Hotel. The banquet was preceded by a reception for President Edmund J. James and the guests of the university. There were more than 300 members of the faculty, trustees, alumni and students of Northwestern at the tables. In the course of a speech Prof. Albert Benjamin Prescott, dean of the School of Pharmacy of the University of Michigan, said: "The young physician, surgeon or pharmacist is no longer asked whom he studied with or what lectures he attended. That old system has gone out of vogue. The departments of a university are now nearer together than they used to be and more practical methods of instruction are being employed."

The next day, amid notable ceremonies, the keys of the building were handed to President James by Judge Horton. There were more than 100 members of Northwestern and other universities in the principal procession. Among those in attendance was President Arthur T. Hadley, of Yale. The degree of doctor of laws was conferred on three men, who were selected as the leading educators in the branches of law, pharmacy and surgery. These men were:

James Barr Ames, dean of the law school of Harvard University.

Albert Benjamin Prescott, dean of the School of Pharmacy of the University of Michigan.

William Williams Keen, professor of surgery in Jefferson Medical School.

Awarded degree of Doctor of Science:

Edward Cameron Kirk, dean of the dental school of the University of Pennsylvania.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, February 7, 1903.

THOUGH there have been few new developments during the past fortnight and speculative interest continues somewhat suspended, the volume of business has continued good, orders having been received from both nearby and distant points in increased volume and covering fairly liberal quantities of goods. The feeling among the trade is one of confidence and the outlook for results the coming spring is regarded as very favorable. The unsatisfactory condition of the opium market, in which, owing to the prevailing keen competition, more or less cutting exists, has led to some talk of a combination among the dealers to fix and maintain prices on a uniform basis, but the movement has not advanced beyond the stage of talk. Meanwhile values are maintained with more firmness and the tendency of prices is upward. A stronger tone has been imparted to the outside market for quinine by the reports of small bark shipments and higher prices in London, though quotations are nominally unchanged. Codliver oil has been in improved demand and sales are making at an advance over previous quotations in view of strong reports from abroad and depleted stocks here. The situation in potassium bromide is attracting much attention at present. With the collapse of the bromine trust, which was noted several issues ago, and the consequent general reduction in values, came competition from English manufacturers and sales of the foreign article have been made at 3c. under the quotations of domestic producers, though only limited quantities are offering in this way. About the usual number of price changes have occurred during the interval and full reference to these will be found in the following table of advances and declines and succeeding paragraphs:

HIGHER.	LOWER.
Codliver oil,	Potassium bromide,
Ammonium carbonate,	Anise oil,
Cubeb berries,	Cassia oil,
Golden seal root,	Wormwood oil,
Soap bark,	Thymol,
Gentian root,	Canary seed,
Beeswax,	Sal soda,
Myrrhane oil,	Balsam Peru,
Lavender oil,	Arrowroot,
Blue vitriol,	Citronella oil.
Japan wax.	

DRUGS.

Ammonium carbonate is held at an advance by outside holders in view of present scarcity of spot supplies and slow deliveries. While manufacturers' quotations are unchanged outside holders decline to shade 7½c to 8½c, as to quality and quantity.

Balsam copaliba, Central American, is in moderately active demand, and a steady feeling is manifested on the part of holders who name 37½c to 40c as acceptable; Para held at 45c to 50c.

Balsam fir is dull, but there is seemingly no urgency to realize, and prices are unchanged at \$3.15 to \$3.60 for Canada, and 65c to 75c for Oregon.

Balsam Peru is easier and lower, owing to competition

among holders, the range for jobbing quantities being \$1.05 to \$1.10. The demand, however, is limited.

Balsam tolu continues weak and unsettled, though without quotable change in price. The value ranges from 29c to 30c.

Barks of the various descriptions sell only in a jobbing way with the bulk of the attention so far as can be determined given to cascara sagrada, elm and soap. Though the market does not seem to be so firm for the first named, holders are not offering with any freedom, and it is difficult to obtain any stock at the inside figure, the bulk of the transactions being of a jobbing order for which the range of 12c to 14c represented the selling price. Elm continues scarce, and values have still an upward tendency; while sales have been made at 30c the inside quotation at the close was 35c. Soap continues scarce, and holders generally have advanced their quotation to the range of 5½c to 6c for crushed, with 5c named as an inside figure for whole.

Buchu leaves, long, continue exceedingly scarce, and none now offer under \$1.00; short are in moderate demand with best grades bringing 28c to 30c.

Cacao butter offers more freely, though prices are not quotably lower, in consequence of the break in values at the auction sale in Amsterdam on the 3d inst. We quote the range in this market at 28¼c to 28½c, as to quantity for prompt delivery.

Cantharides have not varied from 42½c to 62c, respectively, for Chinese and Russian whole, though the trade requirements are momentarily small.

Chamomile flowers are inactive, but the tone of the market is firm, and values are sustained at 13c to 23c for German, and 15c to 18c for Roman.

Cocaine is held and selling from manufacturers' hands on the basis of \$4.25 to \$4.50 for hydrochloride, but supplies are offering in some quarters at a shade below this, or, say, \$4.00 for bulk.

Codliver oil continues to occupy the place of interest. Under the stimulus of advancing prices the jobbing demand has increased in volume, and holders are decidedly firm in their views regarding values. Some holders have advanced their prices to \$60.00 to \$65.00, though sales were made at the close at \$55.00, and some business has been done for export on private terms. Jobbing sales are now making at the range of \$55.00 to \$65.00 for Norwegian.

Colocynth apples, Spanish, show an advancing tendency and recent sales were at 32c; Trieste continues to offer at 36c to 42c, but there is no action of any consequence observed.

Cubeb berries have been more actively inquired for, and holders are firmer in their views, with XX now quoted at 9c to 10c, and powdered 12c to 14c.

Damiana leaves have been more freely inquired for, and the market is firmer at 9½c to 11½c in view of reports of a loss of 20,000 lbs. by fire in a wreck on the Southern Pacific Railroad.

Ergot, German, develops no action of any consequence. Prices are fairly steady in sympathy with strong reports from primary sources, current sales being at 32c to 33c, as to quality and quantity.

Formaldehyde is meeting with slightly more attention, and values are steadily maintained at the range of 14½c to 15c for 40 per cent. solution.

Glycerin has developed increased firmness, in sympathy with continued strong foreign markets for crude, and while sales are making in a limited way at the previous range of 15½c to 16½c for C. P. in cans as to brand, higher prices are looked for.

Lycopodium is quiet, but foreign markets are cabled firmer, and indications are favorable to an early improvement in the local situation; quoted 53c to 55c.

Matico leaves are scarce and wanted, and while some holders have advanced their prices to 16c to 20c, others are quoting at the old range of 8c to 10c.

Menthol is in active demand, and values are well sustained at the range of \$7.25 to \$8.00, as to quantity and seller.

Morphine is selling steadily in a jobbing way, with the usual distribution into channels of consumption, and manufacturers' prices are well sustained on the basis of \$1.95 to \$2.05 for ounce vials, as to quantity.

Opium has sold more freely since our last, and the tone of the market is firmer, with some holders declining to shade \$2.75 for single cases, though \$2.72½ is generally named and \$2.75 to \$2.77½ for broken packages. Powdered is held and selling in jobbing lots at \$3.35 to \$3.40, as to test and quantity.

Quinine is in slightly improved position, owing to the appreciation in bark at the recent sales in Amsterdam and Batavia. Sales of German have been made from second hands at 24c to 25c, and there are sellers of Java at 22c, though some holders are still quoting 22½c. Meanwhile, manufacturers' prices remain unchanged on the basis of 26c for bulk.

Thymol has developed a weaker tendency, and is a trifle easier to buy, there being sellers at \$2.00.

Wax, Japan, is again higher, sales being reported of some 50 cases at 11¼c, and the quotation at the close was 11½c to 12c. Beeswax is in improved demand and values are generally higher, 32c to 33c being named for ordinary pure.

CHEMICALS.

There is little new or interesting in the general chemical market. A moderately active movement is noted in nearly all lines, and prices are generally well maintained. Sal soda is lower, having been reduced to 65c, and oxalic acid is easier with sellers at 5¼c to 5½c spot, but the market, as a whole, is firm, blue vitriol, cream of tartar and tartaric acid displaying marked strength.

ESSENTIAL OILS.

Anise is dull and lower, with quotations reduced to \$1.12½ to \$1.15, and the inside figure could probably be shaded on a firm offer.

Cassia shows a lower range for all grades. We quote 75 to 80 per cent. at 70c to 75c, and ordinary grades at 65c to 70c.

Citronella is reported firmer and higher in primary markets, and the views of local holders are firmer to the extent that it would be difficult to purchase large lots for prompt delivery at the inside quotation of 22c.

Clove reflects the position of the spice, and is firmer though prices are not quotably higher.

Lavender, flowers, is scarce, and higher prices are asked in the producing country, which fact has influenced local holders to advance their range to \$1.35 to \$1.75, as to quality and quantity.

Myrbane is very scarce and firm, and holders have advanced their range to 7½c to 8c.

Peppermint continues in steady moderate request, and the market is strong in tone, at the quoted range of \$4.65 to \$5.00 for tins, and \$5.00 to \$5.25 for cases.

Sassafras is not given much consideration. Most of the demand is for the synthetic product, which is held at 31c to 32c, while saffrol commands 34c to 35c.

Tansy continues firm, and in fair jobbing demand, and one holder has advanced his limit to \$3.00, while others quote at \$3.50 to \$3.75 and even higher.

Wormwood is in better supply, and the market is easier with quotations reduced to \$4.75 to \$5.00.

GUMS.

Few new features of interest have come to the surface in this market. Aloes, cape, are in light supply and firm; sales at 14c. Camphor is selling fairly at previous prices. The demand for other varieties of druggists' gums is rather slow and unimportant.

ROOTS.

Aconite is selling in a jobbing way at 9¼c to 12c for German.

Calamus is quiet, and the market has a rather easy appearance at 7c to 8c for ordinary and 25c to 30c for bleached.

Gentian is in improved demand, but buyers and holders are a trifle apart in their views, and business is restricted in consequence. While some holders name 5c, others offer in a limited way at 4½c, which is about the present lay down cost.

Golden seal is attracting more attention, and values are a shade firmer at 54c to 56c.

Dandelion, German, is held with increased firmness, and 7½c is named as inside, with up to 8c asked.

Dog grass, which advanced early in the interval, has been reduced in consequence of fresh arrivals, and holders now ask 5¼c.

Senega is generally held at 85c to 90c for both Western and Southern, but it is intimated that limited quantities might be obtained at a shade under this figure on a firm bid.

SEEDS.

The seed market has been characterized by extreme dullness during the interval since our last report, and we have consequently few price changes to record. Spot Smyrna canary seed is lower, with holders quoting 5c, but Sicily is unchanged at 5¼c to 5½c. Celery is firmer, and some holders have advanced their quotations to 7¼c. Cummin is fractionally higher, the revised quotations being 7c to 7¼c. Lobelia is a shade easier, sales being reported at 45c to 50c, as to quality and quantity.

HINTS TO BUYERS

One of the really phenomenal successes of to-day is Dentacura, the sale of which has gone forward by leaps and bounds. It sells in every English speaking country in the world, everywhere in Europe and through many parts of Asia. The druggist who fails to carry this excellent tooth paste in stock is missing an important opportunity.

Filled elastic capsules of a druggist's own formula are one of the special features offered to the trade by the old house of Billings, Clapp & Co., 64 Federal street, Boston. This concern have one of the most perfectly equipped laboratories in the country, and, with every facility at their command, are able to produce a line of pharmaceuticals which leaves nothing to be desired. Druggists are invited to correspond with the house.

In anticipation of the summer soda fountain trade our readers will be interested in the advertisement of Thomas Mills & Bro., 1301 North Eighth street, Philadelphia. This concern manufacture ice cream freezers and ice cream sandwich molds. This latter may be made a very attractive feature of the soda fountain and prove an additional source of income to the druggist. Our readers may obtain an illustrated catalogue by addressing the firm.

The Metropolitan Store Fixture Company will, on March 1, occupy a new seven-story building, with a 50-foot front, 165 feet in depth, and giving 57,000 square feet of floor space, or nearly 2 acres. This new building is being fitted with the latest and most improved wood working machinery, and it is confidently claimed that when finished it will be the largest and most perfectly equipped factory of its kind in the United States. Druggists who contemplate remodeling their present stores, or occupying new quarters, should be sure to correspond with the Metropolitan Store Fixture Company at their new address. When writing them kindly mention the AMERICAN DRUGGIST.

A visit to the extensive factories of the Iron Clad Mfg. Company, with offices and salesrooms in Brooklyn and New York, will convince any one that this firm are in the zenith of their success. Hundreds of thousands of dollars have been spent lately in new machinery, buildings annexed and countless extra hands employed to keep up with the ever rising tide of orders which flow steadily in. Progressive in their policy, yet conservative in the grade of goods turned out, this firm have stood the test of half a century, weathered the storms of "cheap imitations," and proved to the trade that "Iron Clad" stands for rock bottom finish and quality. The announcement on page 9, exploiting the famous "Iron Clad" Riveted Steel Fountains, should interest every up-to-date druggist.

So far as success in the retail drug business is concerned, it is generally admitted that a properly equipped store is much more than half the battle. Indeed, it is almost impossible for a druggist to succeed nowadays with old fashioned fixtures where his competitors are possessed of a modern outfit. The latter day taste of the public is insistent upon this point. People will not go to a store that is not in itself attractive. One of the most successful manufacturers in the store fixture line is the firm of Seger & Gross, of 42 West Sixty-seventh street, New York. They make everything from a store interior costing \$200 or \$300 to one costing \$20,000, and all their work, whether cheap or dear, is characterized by artistic excellence, first-class workmanship, and soundness and durability of material. Druggists who are in the field for anything in this line should certainly submit their ideas to this house before ultimately placing the order.

We have received No. 6 of Series I of the scientific and industrial bulletins published by Roure-Bertrand Fils of Grasse, France, the English translation of which is issued from the New York office, 18 Cedar street, New York, by Edwin H. Burr, manager. Among other investigations which are the subject of discussion in Bulletin No. 6, the following may be mentioned—viz.: Chemical Investigations on the Vegetation of Perfume Yielding Plants, Contribution to the Study of the Essential Oils; Industrial Review; Review of Recent Publication on the Perfumes and Essential Oils. The present number is illustrated with several excellent half-tone engravings, showing views of the flower fields and perfume factories of Roure-Bertrand Fils, at Grasse and Cayenne. Copies of this bulletin can be obtained, we presume, on request to Mr. Burr.

Easter Is Coming.

The White Rabbit Egg Dyes offer a profitable side line for the retailer, and they should be in stock long before the arrival of that holiday occasion, which occurs this year on April 12. The White Rabbit Egg Dyes are vastly popular with the children, sell readily and yield a good profit.



In White Rabbit paper dyes for 1903 there are new and attractive ideas; these paper dyes giving 16 genuine and different color designs for 5 cents; pictures of prominent men, flowers, birds, animals, figures in colors, novel and pleasing designs in marble and picture effects, each an exquisite novelty; and in each box is packed highly colored lithographed streamers and hangers showing the eggs in the various colors and designs. The White Rabbit Egg Dyes are for sale by wholesale druggists everywhere.

Welch's Grape Juice Not Affected by New Ruling.

The new ruling of the Internal Revenue Department prohibiting the use of alcoholic liquors in soda water, even in minute quantities, in no way affects Welch's Grape Juice. Welch's Grape Juice is the pure, unfermented juice of the grape; it does not contain the smallest percentage of alcohol. It is bottled only in glass, being first Pasteurized by heating in aluminum kettles. In handling Welch's Grape Juice you may know that you are not only safe as regards the internal revenue authorities, but also as to any pure food commission, for Welch's is guaranteed to be absolutely free from any chemical or preservative.

Up-to-Date Soda.

If you are a dispenser of soda water and desire to increase your profits it will pay you to scrutinize closely the handsome advertising insert of the American Soda Fountain Company in this issue of the AMERICAN DRUGGIST. The consumption of soda water has increased marvelously during the last decade. The wise old fellow on the first page of the insert tells his own story. The great American public are a "finicky" lot, and their soda water patronage goes to the man who uses every effort in his power to have things just right. On the second and third pages of the insert are shown the Sanford, Fredonia, Rockwood and Westbury fountains—all handsome types of apparatus from the four different factories of this great company. "American" fountains are peculiar, in that they are built upon specifications which require absolutely the best materials obtainable in their construction. They are

of the highest possible quality throughout, and are consequently economical to buy. The long time and easy payments offered by this company are great attractions to buyers, as it enables the dispenser to make his new apparatus pay for itself from its own receipts. The company will accept a very small payment in cash and give extremely long time on the balance. Full information concerning the Reliable sent on application to any office of the American Soda Fountain Company.

An Ideal Druggists' Apron.



We illustrate herewith Moore's Universal Spring Apron which is an ideal apron for the druggist. It is adjusted by springs, so that it can be put on or removed instantly. This means that when the druggist is engaged in laboratory work he can remove his apron and come to the counter without any waste of time, and that when he wishes to again take up his laboratory work he can again put on his apron with an equal degree of expedition. These are made in cheviot, in white cotton, or in black duck, as may be desired. Full information may be obtained regarding this apron by addressing E. C. Moore & Son, Detroit, Mich. When writing them, mention the AMERICAN DRUGGIST.

His New Medicine Dropper.

There was a crash of glassware in the back part of the store. The druggist's boy had fallen downstairs.

"Gracious me! What's that?" asked the alarmed customer.

"That's our new medicine dropper," said the ready druggist.

That was his little joke. He then charged up the loss at 67 cents a bottle. This was business.

A Profitable Side Line.

The makers of the new Gem Safety Razors appropriate a large sum annually for the publication and distribution of descriptive literature. Furthermore, they advertise freely in many publications. These are invaluable aids to all middlemen handling their goods.



Nevertheless, they advise jobbers and retailers to also use the columns of their local papers in building up trade in this line. Though they cannot assume the expense of this, they will be pleased to aid the good work by furnishing any reasonable number of attractive electrotypes to be used in such advertisements. A specimen of one kind of electro furnished is shown herewith. These goods sell well in the drug store, and should be handled by all druggists. Write the Gem Outlery Company, 34 Reade street, New York City, mentioning the AMERICAN DRUGGIST.

The Eternal Silly.

To miss a kiss is more amiss
Than it would be to kiss a miss;
Provided that the kiss you miss
The miss herself would never miss.

—Surgical Clinic.

But if you try to kiss a miss
With whom a kiss would be amiss,
You'd better always miss the kiss.

—Dental Hints.

But kiss the miss; it's better far
To take the risk and get a jar,
Than show the coward's heart in this,
So kiss your miss.

—Surgical Clinic.

Yes, kiss your miss; but if you do
Remember this: The first man who
Doth kiss a miss must make her Mrs.
With such a fate in store for you
You'll sure be careful what you do
And forego many kisses.

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THE PHENACETIN CHARGES.

THE Commissioner of Health refuses to abate one jot or tittle of his contention that the druggists of Greater New York are substitutors and adulterators of drugs on a wholesale scale. He declines to place himself on the defensive, and so particulars are lacking regarding the standard of purity which he has set up for phenacetin.

Since the drug in question is not recognized in the United States Pharmacopœia and the manufacture of para-acet-phenetidin is not confined to one firm alone, there are obvious difficulties in the way of the application of identity tests. In reply to the question raised by the AMERICAN DRUGGIST as to whether the department chemists had depended upon the isonitrit test alone the Commissioner supplies the information that two other tests were employed, one of them being the melting point test and the other the bromine test. Each of these tests is supposed to reveal the presence of acetanilid as an adulterant of phenacetin, and the tests, we believe, were first applied and made public by chemists in the employment of the manufacturers of the patented phenacetin.

It is, however, well known to the trade that the patented phenacetin is not the only form of para-acet-phenetidin which is dispensed when that drug is called for on prescription or otherwise, though the chemists of the Department of Health have evidently chosen to make all samples of para-acet-phenetidin, by whomsoever made, conform to the identity tests of patented phenacetin. And this circumstance suggests various thoughts. It should, for one thing, impress the Department of Health with the shakiness of the position it has taken on the whole question of the analysis and determination of purity of medicines of a proprietary nature which are not official in the United States Pharmacopœia and which may be produced chemically by a process differing from that followed by the manufacturers of the patented article and sold not under the copyright, trivial or trade name adopted by said manufacturers, but by the name under which the substance is known to chemists.

Many of the druggists in Greater New York, who have been charged by the Department of Health with having dispensed adulterated phenacetin on the strength of the Department Chemists' report, put up the defense that they had sold what was represented to them to be a chemically pure para-acet-phenetidin, and they contend that if the substance in question failed to come up to the requirements of purity of the manufacturers of phenacetin, this fact was not sufficient justification for the action of the Department of Health in publicly assailing and branding them as substitutors and adulterators.

From recent communications in the daily newspapers by chemists and others more or less directly connected with the firm controlling the sale of phenacetin in this country, it transpires that perhaps the real object of the investigation conducted by the Department of Health was to deter the trade from purchasing either a "smuggled" phenacetin—that is, a phenacetin brought in across the border from Canada on which no duty was paid—or what is opprobriously described as "peddled" phenacetin, by which we suppose is meant any make of para-acet-phenetidin imported in the regular way, but for the sale of which tribute has not been paid to the United States lessees of phenacetin.

URANALYSIS IN THE DRUG STORE

WE have heard much of late years on the higher pharmacy and its possibilities. While it is manifestly impracticable for the ultra-ethical pharmacy divested of the ordinary commercial side lines to thrive save in a few isolated places under particularly favorable conditions, there can be no question that some of the branches of what has been termed higher pharmacy might well be introduced into the average first-class prescription store without any idea of revolutionizing the general conduct of the establishment. Now the practice of uranalysis offers a desirable and profitable field for the utilization of the knowledge gained by the well equipped graduate of pharmacy during his course of collegiate study, and it is with pleasure that we lay before our readers in this issue so admirable a practical article on this subject as the one from the pen of Burt E. Nelson, the apothecary to the State Hospital at Binghamton. Mr. Nelson describes in clear, concise and informing words just what uranalysis by the pharmacist means and how it should be carried on. It is, of course, impossible to present within the space limitations imposed upon an ephemeral publication every aspect of so broad a subject as uranalysis, but given a fair degree of familiarity with analytical work and with the use of the microscope, the student who masters Mr. Nelson's paper will find that he can carry out a urinary analysis and make a report which will be quite as satisfactory as that usually furnished to the medical practitioner, and much better than that ordinarily made by the practitioner himself where he essays such work.

We commend this field of work to the earnest attention of our more enterprising readers, who will also find in the paper of Mr. Trout some valuable suggestions concerning the best methods of bringing this department to the attention of physicians and of building up a *clientele*. It is well that our readers should reflect that the cost involved in taking up work of this character is merely nominal, the character of the work interesting, and to almost every one attractive, and that, aside from the immediate pecuniary returns, a knowledge of the fact that the pharmacist is looked upon and consulted as an expert analyst by physicians will give him a much higher standing in his community and do much toward giving him the

reputation of being a scientific pharmacist from whom only the best character of drugs can be obtained.

PUBLICITY AND THE BOARDS.

WHEN a board of pharmacy brings an action against a druggist the entire trade is apt to hear of it, but unless some different method be pursued than that now followed by most boards, the trade hears nothing of prosecutions of dealers outside of the drug trade. One consequence of this is the spread of an idea that the boards of pharmacy confine their activities to the members of the calling and permit to go unchallenged violations of the pharmacy law by those who make no claim to be pharmacists. Based upon this supposition there is some feeling of irritation against boards of pharmacy generally, and it behooves the members of such boards to exert all fair means that lie in their power to set themselves straight with the pharmaceutical public.

The majority of our readers will no doubt be surprised to learn that since last November the Eastern Branch of the New York State Board of Pharmacy has lodged complaints against 68 grocers, 3 dry goods dealers, 8 dealers in paints, 1 dealer in tobacco and 1 confectioner for the illegal sale of drugs. Fifty-five of these cases are still pending. In 26 the defendants have been fined, and in no one of them has the board lost its case. The prohibited articles sold consisted usually of such common articles as quinine pills, paregoric, laudanum, sweet spirit of nitre, magnesia, headache powders, etc. Dealers in paints, however, sold carbolic acid and oxalic acid in every instance without even a poison label. Carbolic acid was sold by them in beer and soda water bottles, and in one instance was put into a hair tonic bottle still bearing the label "To be vigorously rubbed into the scalp morning and evening."

It will be seen from the foregoing that the Board of Pharmacy of the State of New York is doing considerable service to the State in throwing greater safeguards around the sale of poisonous drugs, and that incidentally the pharmacists themselves are being rendered a service by the restriction of the practice of pharmacy to such only as are duly qualified.

The facts above quoted were cited in response to an inquiry made by the AMERICAN DRUGGIST of the State Board of Pharmacy regarding the complaint of a subscriber within the limits of Greater New York who found himself competing in the sale of drugs with a neighboring grocer.

We feel confident that a perusal of these figures will make a favorable impression on the drug trade as giving indications of the useful activity of this particular board, and we earnestly advise all boards of pharmacy to give the greatest possible degree of publicity to their work. Publicity will prove useful not only in deterring others from offending against the law, but the publication of information of this character will serve an excellent purpose in fostering the good will of the retail drug trade for the board and assuring their active co-operation in the efforts of the board to enforce the law.

Our Subscribers' Discussions.

COMPETITIONS ON PRACTICAL QUESTIONS.

THE time allowed for manuscripts sent in answer to the Eighth Question in our Series of Subscribers' Discussions expired on February 10th. The question was, What Means Should be Taken to Advertise, Build Up and Conduct a Department of Urinalysis? The prize paper, by Burt E. Nelson, of Binghamton, N. Y., is printed below. In recognition of the unusual excellence of the paper submitted by Mr. Nelson the award in his case has been doubled, and a check for \$20 has accordingly been sent to him.

Questions for discussion in this department are announced at regular intervals. Whoever among our subscribers answers one of these questions in the manner most satisfactory to the Committee on Award will receive a prize of \$10.00, and payment is made at our regular rates for all other papers accepted for publication and which are printed in this department.

PRIZE QUESTION NO. 8.

URINE ANALYSIS BY THE PHARMACIST.

BY BURT E. NELSON.

Apothecary to the Binghamton State Hospital, Binghamton, N. Y.

INTRODUCTION.

TO the question, Is it advisable for the pharmacist to undertake the analysis of urine and other similar investigations? I think there can be no direct answer. There are undoubtedly localities where very little of this kind of work is done by the physician or by anybody else, but, on the other hand, the majority of the more recent and advanced medical practitioners have come to regard a certain amount of clinical, microscopical and chemical information as almost indispensable in diagnostical work.

In by far the greater number of cases therefore the question seems to call for an affirmative answer. It has always been my experience that the busy medical practitioner has little time for such work, and in some cases has not the taste for it, and he will gladly turn for help to the pharmacist who can demonstrate to him that this work will be done in as careful and intelligent a manner as he would do it himself.

As regards equipment for carrying on urine analysis, this may vary all the way from apparatus costing but a few dollars to others, the cost of which renders their possession by the average pharmacist impracticable, as—e. g., those including such instruments as the polariscope for sugar and other optically active bodies, the spectroscope for coloring matters, etc.

The determinations for which these expensive outfits are required are, however, seldom wanted by any physician; instead is required such information as may be obtained from the specific gravity, reaction, tests for albumen and sugar, and a microscopical examination of the sediment.

In a limited number of cases the determination of total solids, urea, uric acid, hydrochloric, sulphuric and phosphoric acids will also be required, as may also be qualitative tests for indican, bile pigments, the diazo reaction, etc.

Quantitative determinations are seldom of value except in 24-hour samples of urine.

For the commonly employed tests the beginner should have an Esbach's albuminometer, which is a graduated tube for measuring the weight of albumen in tenths of 1 per cent., and costing about \$0.75 or \$1.00; a Doremus' ureometer which may be had for \$1.50; a urinometer and jar costing 50 cents or \$1 and a few test tubes; small

funnels; flasks, and porcelain evaporating dishes, besides a pair of burettes and a microscope, for which, if he is a thorough pharmacist, he will have other uses besides those called for in the analysis of urine.

As regards the probable fees which the pharmacist could collect for the work, varying conditions would undoubtedly be determining factors. He could probably afford to take the specific gravity (with the urinometer), the reaction (with litmus paper) test for albumen (with picric acid, nitric acid and heat),

and sugar (with Fehling's solution) and examine the sediment microscopically for from \$2 to \$3. Quantitative determination of albumen (by weighing or with the Esbach's albuminometer), sugar (by titration with Fehling's solution), urea (with sodium hypobromite solution in the Doremus ureometer), phosphoric acid (with standard uranium nitrate solution), hydrochloric acid (with decinormal silver nitrate), and sulphuric acid (gravimetrically or with standard barium chloride solution) could probably be done for \$1 or \$2 each, while uric acid (by Hopkins' method) should not be determined for less than \$4 or \$5.

In any case the analyst should early form the habit of doing his work in a thorough and conscientious manner and then charging a fair price for his professional services.

Slipshod methods and cheap work are sure to end in disappointment and regret for all concerned. It would even be advisable in special cases to donate his services rather than run the risk of prostituting professional work and bringing discredit upon other thorough men by making unreasonably small charges.

I have thus far made no mention of the increased professional standing which well executed clinical work of this character is sure to give the pharmacist in the eyes of his medical brethren, nor of the necessity for his opening up new avenues of income which properly belong to his profession, but I think few will question the statement that the carrying on of clinical work and the analysis of food stuffs, etc., as practiced by some of the German *Apotheker*, is a much more consistent pursuit for the pharmacist than are many of the side lines which now occupy our attention.

The methods commonly used in urine analysis have been so many times, and in some cases so well described in the pharmaceutical journals that I shall here mention them somewhat briefly, and then more for the purpose of showing the extent of the work than for serving as a text.

METHODS OF EXAMINATION.

General Examination.—This should take into account the color (usually expressed as pale straw, straw, pale amber, amber, dark amber, reddish amber, etc., or after Vogel's scale of color), the odor (normal, ammoniacal or putrid), the reaction to litmus paper (usually somewhat acid), the quantity when known (usually 1,200 to 1,500 Cc. per day), and the specific gravity, which varies normally all the way between 1.015 and 1.025, and in many cases exceeding these limits, depending upon the amount of water excreted along with the solids. This last is ordinarily determined with the urinometer, but a

specific gravity bottle or Westphal balance may be used. Most of these instruments are corrected for a temperature of 15 degrees C.

SPECIAL EXAMINATIONS.

Albumen (Serum albumen).—Albumen is the most often tested for of any constituent of the urine, and of the many tests which have been proposed for it, I prefer the following and in the order named, no one test being sufficient.

(1) *Picric Acid Test.*—This test is very sensitive, and never fails to detect albumen when it is present. It does, however, react with many substances other than albumen, and so if a positive reaction be obtained by it, pass on and corroborate the results by other tests, but if the reaction is negative, none of the others will show a positive one. It is applied as follows:

A test tube is filled one-half or two-thirds with the clear (filtered, if necessary) urine, and while being held in an inclined position a saturated aqueous solution of picric acid is allowed to trickle slowly down the inside surface from a medicine dropper, so as to form a superimposed layer on the urine. If albumen (and some other substances) be present there will be formed an opalescent ring at the point of junction of the two liquids, after the tube is raised to an upright position.

(2) *Heller's Nitric Acid Test.*—This test is less sensitive but much more reliable than that with picric acid, and is the one at present most commonly employed. The technique is the same as in the picric acid test, except that here the nitric acid is first introduced into the tube to a depth of about $\frac{1}{2}$ inch, and over this the urine is floated. An opalescent ring at the junction of the two liquids indicates albumen. Excess of urates, mucus, etc., sometimes gives rings resembling those of albumen, but upon close observation these rings will be seen to be slightly above, in the column of urine instead of at the point of contact.

(3) *The Heat Test.*—This test is ordinarily carried out by simply boiling the urine in a test tube when an opacity or opalescence indicates albumen or an excess of phosphates. If a few drops of nitric acid be now added, the cloudiness will disappear if due to phosphates, but will remain permanent if due to albumen.

Purdy's modification of this test is as follows:

To a test tube two-thirds filled with clear urine add one-sixth its volume of saturated solution of common salt and five to ten drops of acetic acid. Boil the upper portion of the mixed liquids by holding the tube obliquely over a flame. If albumen be present the boiled portion of the column of liquid will be seen to be more cloudy than the lower unboiled liquid.

The foregoing modification is said to be more delicate and reliable than the ordinary heat test.

QUANTITATIVE DETERMINATION.

The quantity of albumen is most conveniently determined by the Esbach's albuminometer. This is filled with clear urine to the "U" mark and then up to the "R" mark with a reagent composed of picric acid 1 Gm., citric acid 2 Gm. and water 100 Cc.

After thorough mixing of the contents, the albuminometer is allowed to stand in an upright position for 24 hours, when the quantity of albumen may be read off directly in grammes per litre.

The albumen may also be determined by boiling 100 Cc. of urine acidified with acetic acid for about two minutes, allowing to stand, filtering through a tared filter, washing the remainder of the precipitate out of the flask and onto the filter with water, and after all of this has drained through, washing the albumen first with alcohol,

next with water, and finally drying to constant weight and weighing. For more correct results the amount of ash in this albumen should be determined and subtracted, or the amount of albumen calculated from the total nitrogen multiplied by 6.25.

Percentage of albumen is sometimes carelessly spoken of by physicians as the volume which the coagulated albumen occupies in the column of boiled urine.

The determination of albumen in the graduated tube of a centrifugal machine is much more quickly accomplished, and is to be recommended where the operator possess a centrifuge.

SUGAR.

This substance occurs less frequently than albumen, and then usually in urines having a high specific gravity—i. e., above 1.025. Of the tests commonly employed none is better for the pharmacist than the common one with Fehling's solution and the fermentation test.

(1) *Fehling's Copper Test.*—In using the common Fehling's solution, equal volumes of the liquids are mixed in a test tube and heated to boiling; if no reduction occurs, the solution may be considered safe, and the analyst proceeds to add the urine drop by drop to the boiling Fehling's solution until an orange colored or reddish precipitate forms, or until a volume of urine equal to that of the copper solution has been added. If now there is no precipitate of orange or reddish cuprous oxide sugar may be considered absent. Simple discharging of the color or the formation of various bluish gray precipitates must not be mistaken for a true reduction.

(2) *The Fermentation Test.*—This test may be carried out by adding to a tube which has been one-half filled with urine, a small fragment of brewer's yeast, after which the tube is closed with a perforated cork carrying a short rubber tube, which is allowed to dip into clear lime water. The whole is now placed in a warm place for 24 hours, when if sugar be present fermentation will begin, and the resulting carbon dioxide will produce a precipitate in the lime water.

QUANTITATIVE.

Sugar is quantitatively determined with Fehling's solution after the following manner: 10 Cc. of the mixed solutions are diluted 1 to 5 with water in a 250 Cc. Erlenmeyer flask and heated to boiling. The urine, usually diluted 1 to 5 or 1 to 10 with water, is now added from a burette, about one-half cubic centimeter at a time, heating to boiling after each addition, until after standing for the precipitate to settle, the supernatant liquid shows no blue color. As the end reaction is reached, the precipitate usually settles much more quickly than before. As each 1 Cc. of Fehling's solution corresponds to 0.005 Gm. of glucose, the amount of actual urine required for a complete reduction of the ten cubic centimeters will have contained 0.050 Gm. of glucose, and from this the percentage can easily be calculated. For example, supposing 45 Cc. of 1 to 5 urine were required, then as 9 Cc. of actual urine are to 100 Cc., so are 0.050 Gm. sugar to x Gm. (0.55 Gm.).

Sugar may also be approximately determined by fermenting about four ounces of the urine in a half pint bottle provided with a notched cork for 24 hours at about 70 degrees F.; another four ounces should be kept beside it in a similar bottle but without the addition of any yeast. At the end of the time stated the specific gravity of each is taken and each degree of specific gravity lost during fermentation is calculated as one grain of glucose per fluid ounce.

If a sample of urine contains albumen, this should be removed by boiling and filtering before any of the tests for sugar are applied.

SEDIMENT.

After testing the clear urine for albumen and sugar, the analyst may next proceed to examine microscopically any sediment which may be present. If sufficient time have elapsed this may be already deposited in a layer at the bottom of the bottle where it can be taken up with a pipette or glass tube and several drops placed on the glass slides and covered by cover glasses for examination. Laying a hair beside the drop before covering has some advantages.

If the sediment has not deposited the urine is allowed to stand for some hours in a conical bottomed glass, or, what is far better, deposited in one of the tubes of a centrifuge, which only requires a few minutes' turning. After mounting several drops of sediment as before directed, it is ready for examination. A microscope having an objective of $\frac{1}{4}$, 1-5 or 1-6 inch focus is usually preferred for these examinations, but one who is familiar with the appearance of the sediments under lower magnifications may

from true ones, as must also strings of mucus and fiber fragments studded with granular deposits.

Pus corpuscles (7 a) are rounded slightly granular bodies, which show a nucleus after treatment with acetic acid.

Blood corpuscles (7 b) are smaller than the preceding, somewhat refractive, biconcave, with the edges slightly thicker than the center.

Spermatozoa (7 c) are minute free swimming cells having a pear-shaped head and elongated flagellum.

Fission fungi (7 d) are of various forms, and nearly always accidental.

Epithelium (6) consists of nucleated cells of various forms, usually squamous, columnar or tessellated.

Bacteria (10).—Many kinds of these may be found, *Micrococcus ureæ* (10 a) and *Bacillus ureæ* being most common.

UNORGANIZED SEDIMENTS.

Amorphous.—Amorphous phosphates (3 a).—These



Description of Figures.

1. Triple phosphate, common forms; 2. Triple phosphates, feathery crystals; 3. Calcium phosphate; 4. Basic magnesium phosphate; 5. Calcium sulphate; 6. Epithelium; 7. a, Pus cells; b, Blood corpuscles; c, Spermatozoa; 8. Fission fungi and yeast cells; 9. Cystin; 10. a, *Micrococcus ureæ*; b, *Bacillus ureæ*; 11. a, Leucine; b, Tyrosine; 12. Uric acid; 13. a, Ammonium urate; b, Amorphous urates; 14. Sodium urate; 15. a, Hyaline casts; b, Epithelial casts; c, Fatty casts; d, granular casts; e, Waxy casts; f, False casts.

identify all of them with a good $\frac{1}{2}$ -inch lens and 1-inch ocular.

Sediments are of two kinds, the organized and unorganized; of these, the former are by far the more important clinically. They consist usually of casts, blood, pus, epithelium, bacteria and spermatozoa, and sometimes of extraneous matters from the air—e. g., fission fungi, fibers, etc.

The unorganized sediments are usually crystalline, and consist of amorphous phosphates and urates, uric acid, calcium oxalate, and more rarely cystin, leucin, tyrosin, calcium sulphate, etc.

With the microscopical appearance of all these the analyst should thoroughly familiarize himself and also be able to differentiate them from the extraneous particles which are frequently present.

ORGANIZED SEDIMENTS.

Casts (see Fig. 13).—These are delicate molded cylinders which are washed out of the tubules of the kidney and are of several varieties, (1) hyaline casts (15 a) which are fairly transparent; (2) epithelial (15 b) which are covered by epithelial cells; (3) fatty casts (15 c); (4) granular (15 d), which are, perhaps, the most common variety; (5) waxy (15 e) and sometimes (6) blood casts, composed of blood corpuscles cemented together.

False casts or cylindroids (15 f) must be distinguished

with amorphous urates form the most common and abundant urinary sediment. They, of course, have no distinctively crystalline form, but their ready solubility upon the addition of a few drops of nitric acid is sufficiently characteristic.

Amorphous Urates (13 b).—These like most urates are of a pink or yellowish color, and dissolve quite readily upon warming the urine, thus differing markedly from the amorphous phosphates with which they are frequently mixed.

Fat (9 a) sometimes occurs. It consists of globules of variable size, which, together with their refraction, easily differentiates them from pus, blood corpuscles, etc.

CRYSTALLINE.

Triple Phosphates (1).—These are the largest and most distinctive crystals found in urine, their shape being characteristic. Like the other phosphates they dissolve readily upon the addition of nitric acid. In urine which has partially evaporated, they sometimes assume the feathery forms (2).

Calcium phosphate (3) is not nearly so common; magnesium phosphate (basic) (4) is still less so.

Calcium oxalate (8) occurs in very small bright envelope-like crystals or, less often, they are rounded or of dumbbell shape. They are insoluble in acetic acid.

Calcium sulphate (5) is rather uncommon.

Uric acid (12) occurs usually in "red pepper grains," which are visible to the naked eye. Under the microscope they are mostly whetstone-shaped or arranged in rosettes. Their color is usually yellowish red.

Ammonium urate (13 a) occurs usually in ammoniacal samples as thornapple-shaped crystal masses and often arranged in chains.

Sodium urate (14) occurs as fan-shaped or sheaf-shaped bundles of needles. Both these latter are readily dissolved by heat.

Cystin (9) occurs as small six sided, tabular crystals.

Leucin (11 a) and *Tyrosin* (11 b) are rare except in decomposed urines and usually occur together. The former consists of clear globules of spherocrystals, and the latter of delicate needles often arranged like a sheaf of wheat.

The tests now described—viz., the taking of the specific gravity and reaction, the testing for albumen and sugar, and the microscopical examination of the sediment are all that is usually deemed necessary, and should never be omitted from any examination by the pharmacist, although physicians sometimes satisfy themselves with less in special cases.

The following quantitative determinations are less often wanted, but in cases where a sufficient fee can be collected they will add greatly to the appearance of thoroughness which should characterize the pharmacist's report on his work. None of them is of much use except on 24-hour samples of urine.

1. *Total Solids*.—The average daily amount of solid matters is from 40 to 70 Gm. They are best determined by evaporating 10 Cc. of the urine in a tared dish, drying to constant weight at from 80 to 100 degrees C., and weighing. Multiplying the last two figures of the specific gravity by 0.23 will also give the percentage, but these results are but a poor approximation at the best.

2. *Urea*.—The average daily amount of this, the most important nitrogenous excretory product, is from 20 to 30 Gm. Urea is most conveniently estimated by the hypobromite method in a Doremus' ureometer. The apparatus is first filled with hypobromite solution made by adding 10 Cc. of bromine to 100 Cc. of a 30 per cent. caustic soda solution, and then turned upright. Exactly one cubic centimeter of the urine is now taken up in the pipette, the point of the later introduced through the hypobromite solution in the bulb of the instrument, until it is beneath the graduated limb, and its contents slowly forced out.

The urea is broken up into carbon dioxide and water, which are absorbed by the hypobromite solution, and nitrogen gas which rises in the graduated tube, where, after cooling, its volume is read off. Some instruments read directly in percentages of urea. The results by this method are sufficiently accurate for clinical purposes.

3. *Total Phosphoric Acid*.—To 50 Cc. of the urine add 5 Cc. of a 10 per cent. sodium acetate solution, warm over a flame or water bath and add from a burette standard solution of uranium nitrate (made by dissolving 20.3 Gm. of uranium oxide, and making up to one litre with water) until a drop of the urine after stirring just gives a chocolate colored precipitate when removed and tested on a white slab with a small drop of fresh potassium ferrocyanide solution.

Each 1 Cc. of uranium solution used corresponds to 0.005 Gm. of phosphoric acid. The total daily amount averages from 2.50 to 3.50 Gm.

4. *Hydrochloric Acid*.—This is determined by adding a decinormal silver nitrate solution from a burette to 10 Cc. of urine diluted to 100 Cc. with distilled water, a few drops of potassium chromate solution being used as an indicator, until the liquid assumes a faint, permanent, reddish tinge after shaking.

Each 1 Cc. of silver solution equals 0.00364 Gm. of hydrochloric acid. The average total daily amount is from 5 to 8 Gm.

5. *Total Sulphuric Acid*.—Heat 100 Cc. of urine to boiling and add from a burette standard solution of barium chloride (30.5 Gm. of crystallized BaCl_2 to one liter) boiling after each addition, until a drop of the clear, filtered urine just gives a cloudiness when removed and treated on a mirror with a drop of potassium sulphate solution.

Each 1 Cc. of barium solution used corresponds to 0.010 Gm. of sulphuric anhydride. This volumetric is usually less accurate than a gravimetric determination, when 100 parts of weighed barium sulphate corresponds with 34.3 parts of sulphuric acid.

The average daily amount of sulphuric acid excreted is from 1.50 to 3.00 Gm.

6. *Uric Acid*.—This is best determined by Hopkins' method as follows:

To 100 Cc. of urine add 33 Gm. of ammonium chloride. Shake or stir until dissolved and then allow to stand in a cool place for three or four hours. Collect the precipitated ammonium urate on a filter and wash with saturated ammonium chloride solution until the filtrate is clean. Spread out the filter on a square glass plate and wash the precipitate down over one corner of the plate and into a beaker or flask with hot water. The contents of the beaker are now heated to boiling with an excess (10 Cc.) of hydrochloric acid and allowed to stand in a cool place for several hours (not less than three) when the uric acid will crystallize out. This is collected on a small filter (the volume of the filtrate being noted) and washed slightly with cold water. Wash off the filter into a flask with hot water, enough sodium carbonate solution being added to dissolve the uric acid, the volume made up to 100 Cc. with water, 20 cubic centimeters of sulphuric acid added, and a decinormal potassium permanganate solution run in from a burette until a faint pink coloration remains one minute after shaking. Each Cc. of decinormal permanganate equals 0.007 Gm. of uric acid, to which must be added 0.001 Gm. for each 15 Cc. of the filtrate before noted.

Methods depending upon the direct separation of uric acid from urine by means of hydrochloric acid are erroneous. The average daily amount of uric acid excreted by the system is from 0.50 to 0.75 Gm.

Besides the foregoing quantitative determinations, qualitative tests for indican, acetone, hæmoglobin, bile pigments, etc., are sometimes desired.

Indican is best detected by shaking about 25 Cc. of urine with an equal volume of hydrochloric acid, adding a few drops of saturated bromine water, and shaking the whole with 5 Cc. or 10 Cc. of chloroform, which, when it settles, will be colored blue if indican be present.

Bile pigments show a characteristic play of colors (green, blue, violet, red, yellow) from above downward, when urine containing them is flowed over nitric acid containing a little nitrous acid.

For the diazo reaction and tests for less common urine constituents, the reader should consult some standard text book.

ADVERTISING THE URANALYSIS DEPARTMENT.

Clarence A. Trout, Phm.D., Hanover, Pa., writes:

The manner in which this department is conducted is often its best advertisement; and upon the accuracy of the reports made by the analyst will depend the continuance of patronage and general development of this department.

The laboratory should be situated in some room or corner of the store open to plenty of light, and it should be reserved for analytical work alone. After procuring the necessary apparatus, arrange them so that any test, quantitative or qualitative, can be made on short notice. Then being in a position to do the kind of analytical work

ordinarily required, procure some printed cards designed somewhat as shown in the accompanying card:

QUALITATIVE.	QUANTITATIVE.
URANALYSIS.	
EMLET & JENKINS, Druggists, Hanover, Pa.	C. A. TROUT, Phm.D., Analyst.

The cards may be handed to physicians as seen in the store or sent to their addresses by mail, accompanied by a personal letter giving particulars of your facilities for conducting uranalysis, and inviting an inspection of the laboratory. Some physicians rely on the so-called test papers and outfits furnished by certain pharmaceutical houses for the testing of urine at the bedside. Circulars or folders showing the disadvantages of these methods should be prepared for distribution with the cards. Among other things cite cases in which these tests are not sufficient, and state the necessity for quantitative examination in cases of albuminuria, diabetes, typhoid fever, etc. Show the value of determining the increase or decrease of abnormal constituents in certain cases. Call attention also to the fact that the presence of certain drugs in the urine may cause reactions that might be misleading to the physician. Even where this does not interest the physician directly it will convince him that you are familiar with your subject and increase his confidence in you. In the preparation of these circulars take up one subject at a time and treat of other subjects in separate circulars, issuing them at intervals of a month or so.

When a specimen is submitted make an examination and record the result as quickly as possible, making certain that you are absolutely correct in your analysis. Give the physician the benefit of any knowledge you may possess bearing on the results of your work, but above all, submit your reports in short concise form that can be understood by the physician at a glance. Keep a duplicate of each report in a book kept for this purpose. In this way a record can be kept of all work which can be shown to the physician whenever he wishes to note the progress of any particular patient at any time.

As to fees, the scale will depend upon the nature of the analysis required and the time and labor expended. Generally the quantitative determination of one constituent and the qualitative test for a few others are all that is required. Charge a fair price for work performed and never make an analysis free of cost. The information supplied to the physician is of value to him, and he is generally willing to pay for it.

As a reference work I use Tyson's "Practical Examination of the Urine," which describes all necessary apparatus and reagents for the work.

Detection of Blood in Urine.—Frostmann (*Nowv. Remèdes*, 18, 427; after *Schmidt's Jahrb. and Phar. Jour.*) detects the presence of blood in urine in the following manner: To 10 Cc. of urine, 1 Cc. of ammonium sulphide is added, and a similar quantity of pyridine. The urine, if blood be present, assumes a more or less deep orange color, according to the quantity existing. Although very delicate, the sensitiveness of the reaction is much increased by the use of the spectroscope, by means of which the presence of the smallest trace of hæmochromogen may be detected, so that the presence of blood may be established even when no color reaction, visible to the naked eyes, is obtained.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

Employer and Employee; Their Duties and Relations.

(Continued.)

A TALK TO EMPLOYERS.

AS the head of the active business management of your establishment, a large part of your time must be spent in your private office; the larger your business the greater the amount of time thus spent in office work. Being thus, of necessity, unable to direct and constantly oversee the details of the running of store and laboratory the best thing that you can do is to turn over to your head clerk the active management of the store and laboratory. Give your manager full authority over the other employees, and have him direct the entire work of store and laboratory in all its details and hold him responsible for the proper performance of that work.

This does not mean that you are to delegate to your manager all your rights and privileges as "boss;" it is simply to provide for a division of labor calculated to save your own valuable time, and at the same time increase the efficiency of each of your employees.

As Franklin wisely said: "The master's eye can do more work than both his hands." With your head clerk clothed with full authority to direct the work of the other employees and manage this part of the business, all the work will be done directly under the master's eye and every employee will do more and better work.

Instead of directing this part of the work personally, let your head clerk manage it and then you manage him. Not only will you get better service from employees, but, what is more important, your mind will be freed from a mass of detail, and you will be enabled to devote all your energies to the management of your business as a whole.

Of course, the general plan, system and policy to be followed in the work of the store and laboratory should be formulated by yourself and expressed in orders and instructions to your manager, and you should see that he follows the lines laid down by you.

Issue all orders and instructions through your manager, and then interfere as little as possible in the execution of details. Leave this to him, and judge him rather by results than by the actual execution of some detail that may not perhaps be to your liking.

Confine all your fault finding and criticising to him, and request him, privately, to make such changes in methods or procedure as you may deem necessary, giving at the same time your reasons therefor, and discussing with him the desirability of such changes as suggest themselves to you.

Manage your manager with tact, study his individuality and treat him with polite consideration, giving him your orders as though they were suggestions or expressions of your personal wishes or a necessity of sound business policy or the policy of the house. See to it that he in turn manages the other employees with equal tact. Except in times of great stress it is unnecessary to give orders in a peremptory fashion; and a dictatorial, "bossy" manner in dealing with employees breeds all

sorts of mischief, kills loyalty, dries up ideas, suppresses initiative, and often turns intelligent and, what might be, helpful workers into mere time serving machines.

Having placed the management of the work in your manager's hands do not weaken his authority by giving direct orders to an employee, commenting upon the work to other employees or in their presence, or interfering with its performance in any way, except in some emergency. Make your "kicks" in private, so that employees may have no occasion to gossip over "the raking that the boss gave the manager," and bear in mind the fact that should your direct orders conflict with those of your manager, employees will be given an excuse for saying that the manager is not doing things right, or as you wish them done.

It does not follow that you are to cease paying all attention to the work going on around you, but that you should not give it your constant attention. You may keep in full touch with it by taking your manager's place on his day off each week, and if possible, your private office should be so situated that as you sit at your desk you will have a view of the store, that will allow you to keep track of the general run of things.

The man who is qualified for the responsible position of manager, being possessed of more ability than the average clerk, likewise demands and gets more pay. In addition to being a thorough and experienced pharmacist, a manager must be a good business man and possess executive ability—the knowledge of how a thing should be done and the art of getting others to do it properly.

Such an employee must needs be selected with more circumspection than is usually given to the taking on of a new clerk, his character, antecedents and business career carefully looked into and his references personally seen, where this is possible. Mail inquiries or letters of recommendation give little insight into personal character. A five minutes' interview with a former employer and one or two business men who know him will elicit more real information about a man than will a ream of letters or written recommendations. In the matter of ability, or rather *capability*, little reliance is to be placed upon the opinion of a former employer; few employers give a man opportunity for showing what he is really *capable* of. Upon that point you can rely best upon your personal judgment and the opinions of outside business men. If you are convinced that the man is honest, possesses intelligence and tact and knows his business, you may feel safe in risking the management of your business with him. His industry and loyal devotion to your interests are things that lie entirely within your own control, as they are wholly the product of your example and your treatment of him.

When you find a good man give him your confidence without too great reservation, for in that degree that you withhold your confidence from him will your employee withhold his interest and efforts. To make him give of his best, let him see what you are aiming at and your means for doing it, and unreservedly talk over and consult with him upon all matters pertaining to the management of the business, and, as a further incentive, give him a certain yearly increase of salary based upon the annual increase in the volume of business transacted.

Of course, there is the remote chance, as noted in press reports from time to time, of an employee abusing the confidence reposed in him, but this risk has to be taken by every merchant who builds up his business to anything larger than a one-man store. The man who is too timid or too mean to delegate his authority to a lieutenant and trust to him to see to the carrying out of the details of the work, is too small a man to be master of a large business.

No large business was ever built up by one man working alone, but by the aid of able and trusted employees. No great "captain of industry" ever became such without the aid of the lieutenants of industry, those unnamed faithful workers to whom was delegated the authority to carry out the details of the work.

It is not necessary to give the manager power to employ and discharge employees, but all employees should be made to understand that they are to regard your manager's orders as though given by yourself, and that it is the manager's duty to keep you informed of the conduct and work of each employee. Upon taking on a new employee he should be introduced to the manager and informed that he is to take his orders and instructions from him in regard to his duties.

In managing employees drive with a light rein, let them feel the bit as little as possible—that is, do not be forever trying to impress upon them the fact that you are boss. Be rather "a guide, counselor and friend." Coax instead of driving. This is not sentiment; it is sound business policy. It sounds a good deal like the golden rule, but is really the rule of cent-per-cent. Coaxing pays bigger cash dividends than driving; you realize more on your investment, get more and better work for your money.

Favorite Formulas.

QUININE HAIR WASH.

	Parts.
Quinine sulphate.....	1
Glycerin	30
Cologne water.....	60
Bay rum.....	60
Rose water.....	330

ODOL DENTIFRICE.

Salol	Gm. 40
Saccharin	Gm. 0.4
Thyme oil.....	drops x
Peppermint oil.....	Gm. 300
Tincture of vanilla.....	Gm. 200
Alcohol, enough to make.....	Gm. 1,000

RUBIFACIENT VINEGAR.

	Parts.
Camphor	70
Garlic	300
Cantharides	60
Black pepper.....	500
Mustard seed.....	300
Alcohol (86 per cent.).....	4,500
Vinegar	750

KID GLOVE CLEANER.

White soap.....	250
Water	155
Dissolve with heat, cool, and add:	
Javelle water.....	165
Ammonia water.....	10
Mix to form a smooth paste. A little of this is rubbed over the glove with a piece of flannel.	

ESSENCE OF AMBERGRIS.

	Parts.
Ambergris	1
Musk	1
Ether	35
Alcohol	35
Macerate for two days and filter.	

TOOTHACHE BALSAM.

Dragon's blood.....	60
Mastic	20
Opium	20
Camphor	20
Clove oil.....	10
Spirit cochlearia.....	q. s.
Powder and mix the first four ingredients, add the oil of cloves and mass with the tincture.	

PHARMACY AND CHEMISTRY IN THE ORIENT.

Skill of the Early Eastern Pharmacist—First to Manufacture Calomel and Corrosive Sublimate.

At the ninth annual dinner of the Metropolitan College of Pharmacy, of London, last November, an address of more than ordinary interest was made by the chairman, Dr. Edward Divers, F.R.S., emeritus professor of chemistry, Imperial University, Tokio. For the subjoined abstract of his remarks we are indebted to our London contemporary, the Chemist and Druggist. Introducing his subject with a reference to the purpose of the training which the students before him were undergoing, which was to enable them to pass the qualifying examination of the Pharmaceutical Society of Great Britain, he expressed his disapproval of the system which enforced examinations of that kind, saying:

I do not love that system, though examinations now are much more rational tests than they often were when I was a student. I believe we rank first in Europe for the extent to which we make examination by question and answer the door into public life and almost every career. But it is not a pre-eminence to be proud of, and those who think otherwise have to meet the fact that outside Europe we are surpassed by the Chinese, with whom it is usual to keep the candidate in solitary confinement for a week at a time, while he writes out the answers which are at the beginning of his career to make him or break him, to establish him as either a success or as a failure for the rest of his days. It is a deadly system in which not always the unfittest go to the wall.

THE GREAT OBJECTION TO THE CHINESE SYSTEM

and to our own is that one man teaches and another examines. Nothing can be said against examination by the teacher. That is indispensable, and you all know how valuable the examinations are to you which are held in the college itself, and how they aid you in learning. Examination of the pupil by the teacher is perhaps only to be surpassed as a means of education by a turning of the tables—I mean by the pupil questioning the teacher. When the student has to pass examinations by those who have not taught him, his principal business with his teachers is to learn how to pass, a matter harmless, if not good in itself, but whose accomplishment is usually destructive of his chances of being trained into getting a real knowledge of his subjects—an understanding knowledge—such as shall fit him to pursue his studies afterward unaided. All the time must be given up to preparing for examinations.

OPPORTUNITIES FOR UTILIZING KNOWLEDGE IN THE EAST.

I have referred to China, and also to the probability of some of you being drafted abroad for foreign service. Well, if you are you will, I hope, be able to look back with satisfaction on your college course as having equipped you for the special opportunities for study and usefulness that will then be afforded you. I pass over the opportunities of studying the natural history of the place where you may be stationed, and shall confine myself to pointing out the importance which your chemical training may then have for you. Occasionally, and not unfrequently, chemical analyses and chemical opinions are wanted by the merchant traders, and for these good fees are forthcoming, and willingly paid. You will find it difficult to keep out of this kind of work, even if you wish to, so that it will be very satisfactory for you to find yourself possessed of the necessary knowledge.

AN INSTANCE IN POINT.

In Japan there are Government pharmaceutical laboratories, through which all imported drugs must pass and be labeled "fit for medical use" before they can be used in dispensing or offered for sale. When the decision of these examining laboratories is adverse to the importer he is glad to find in his friend the chemist and druggist some one competent to give him a skilled opinion as to the justice or otherwise of the condemnation. Perhaps the most notable case in my own experience was when the importer of 50 ounces of atropine from Merck, of Darmstadt, had the lot rejected as being not atropine, but hyoscyamine, of many times the value. In utter and natural disbelief in such a finding, the importer referred the matter to me, and I confirmed it. It was not known at that time that *Atropa Belladonna* roots contain hyoscyamine as the principal and almost sole alkaloid, and that the atropine got from it results from the transformation of hyoscyamine by alkali, so that it did seem astonishing that the facts were as

found. It may, therefore, safely and charitably be assumed that the very care of this celebrated firm in avoiding the use of caustic alkali in preparing the alkaloid had left it as hyoscyamine unconverted into atropine.

An amusing instance of what may happen is that of another German firm, whose name I have conveniently forgotten, who, in a letter in a German journal of pharmacy, had referred to these Japanese testing laboratories in terms of commendation, mentioning that their own exports to Japan had always passed the laboratories unchallenged, while many drugs and preparations sent from England had failed to pass. Scarcely had this proud boast appeared in print, when a very large consignment of their tinctura opii was condemned as being much under the official strength. The matter was referred to me by their agents, and, alas! I could only confirm the finding of the Japanese pharmaceutical chemists. I am afraid that that firm ceased to contemplate with equanimity the barrier to the entry into Japan of chemical or galenical preparations which are not what they purport to be.

We heard last year a great deal about the presence of arsenic in many British beers, and how best to detect it. Well, while I was in Japan there was a very shocking, though interesting, case of arsenic poisoning with Fowler's solution, to which I only refer in order to mention the admirable analytical and other chemical work done by an English pharmaceutical chemist retained for the defense. Since you do not know when you may be called upon to do purely chemical work, do your best to prepare yourself for it when it comes.

EARLY PHARMACISTS OF THE ORIENT.

At the present day the native pharmacy of Japan, of China, and of India holds a very subordinate position, particularly in Japan, where European pharmacy has largely taken its place and become the only one recognized by the State. But it is well for us to remember that, in ancient times, India, China and Japan had got a remarkable knowledge of the subject, which traveled slowly to Europe, not directly, but through Arabia and Greece, and that the world is therefore indebted to Eastern Asia for the foundations of philosophy, medicine, chemistry and pharmacy. The ancient classification of the tastes remains with us unmodified; sweet, sour, bitter, astringent, pungent and alkaline. In their national drink, *saké*, the Japanese find all but the last of these present. In the early centuries of our era, the Hindus had hair dyes, collyria and various applications for skin diseases. The parent pill of Bland's pills was even in use. Distinction was already made between tonics and directly curative remedies. The calcination of shells to obtain lime was known, and, what is more remarkable, its use in preparing caustic alkali, and the employment of this as an escharotic. The pharmacists of ancient India and China knew the distinction between caustic alkali and mild alkali and between the three varieties of this artificial or potassium carbonate, native or sodium carbonate and borax. They may have known niter also, but it was not till centuries later that it obtained specific notice in connection with deflagrating powders. You will all have learned about the preparation of niter in India, whence all the world gets its supply, except where it is made from Chili niter. Well, before the revolution in Japan 40 years ago, niter was prepared in the same way in that country, a tropical temperature being in no way essential to success. Soon after I went to Japan I saw quantities of it which had been thus obtained, and then paid in as a tax or tribute by the provinces to the Shogun's Government, but at the present day all the niter wanted in Japan is imported from India.

SKILL OF THE ANCIENT PHARMACISTS.

The early Indian pharmacists had not the mineral acids at their disposal, though they knew and distinguished between copper and iron sulphates and alum, and seem to have been the first to isolate the metal zinc, which was obtained by distillation from calamine. They made use instead of fruit juices, such as that of the tamarind. The Japanese fine metal workers and others still make use of plum juice and acetic and lactic acids got by fermentation. In India and China, alum along with salt or with niter, or both, has been in use both by way of heating together dry and of boiling in water with the articles, as makeshifts for mineral acids and oxidizers. One interesting example of this is the ancient manufacture of calomel and corrosive sublimate in India and China. These were certainly in use, and distinguished from each other, as early as the twelfth century, probably earlier, whereas such knowledge was only obtained in Europe in the sixteenth century. By heating together salt, mercury, copperas and alum, calomel is obtained as a sublimate, and by using niter as well, corrosive sublimate is obtained. Here the alum liberates hydrochloric acid, with which the oxidized iron sulphate or the niter yields chlorine, and this combines with the mercury,

A more interesting and really beautiful method of preparing calomel ready for use, without grinding and absolutely free from corrosive sublimate, is practiced in Japan. In this process hydrochloric acid is obtained by heating bittern, or sea salt mother liquor rich in magnesium chloride, and the bittern being heated with mercury in an iron pot lined with earth, the mercury vapor and the hydrochloric acid and oxygen from air diffusing into the loose dome shaped unglazed earthen ware lid, produce the calomel.

ASSOCIATED PHARMACEUTICAL COLLEGES.

What the American Conference of Pharmaceutical Faculties Stands For—To Fight for the "Prerequisite Clause" in Pharmacy Laws—Brief for the Plaintiffs by Professor Remington.

The volume of Proceedings of the third annual meeting of the American Conference of Pharmaceutical Faculties, held at Philadelphia last September, has just been issued. Some idea of the aim of the organization may be gleaned from the president's address at this meeting, which was delivered by Professor Remington. He said in part:

ITS "SPECIAL MISSION."

"The constitution of this body declares that the object of this conference shall be to promote the interests of pharmaceutical education. It was well that this clause has been so broadly stated, for each member can surely find an outlet for his ability, whether executive, administrative, critical or judicial. But the special mission of this body is undoubtedly to advance the interests of those institutions devoted to pharmaceutical education, who are striving to do honest work; to discourage loose, fraudulent methods and to strive to the utmost to bring about the destruction of the few institutions which are so expressively but vulgarly termed 'fakes.' Personal contact among the members of this conference, and the discussion and debate naturally resulting from association, form powerful influences for good. Pharmaceutical education has reached its present position through long periods of doubt, uncertainty and discouragement, and too much honor can never be given to those faithful workers in the past who labored so successfully to lay the foundations for the success which we are now enjoying.

A QUESTION THAT WILL NOT DOWN.

"The greatest question confronting the pioneers was the necessity for proving the value of college education for apprentices. We can hardly imagine the amount of labor and self-sacrifice required from 1820 to 1850, which may be described as the special period of proving the value of college education, and the real proof was thus demonstrated through the greater proficiency and success of graduates.

"It is usual to state that pharmaceutical legislation has aided college education, but there is a well-founded doubt in the minds of many of the truth of this oft reiterated statement. Many students have undoubtedly been driven into the college because they have realized that the best way to pass the State Board examination was to start early in life and use the most modern methods for acquiring a thorough education. But the discouraging fact remains that the majority of young pharmacists to-day are satisfied with the cheapest possible devices for mastering the State boards and getting the coveted certificate.

"One of the most important questions of to-day is to secure from the legislatures of our various States the recognition of the possession of the college diploma before a candidate is permitted to take the State examination.

EMPIRICISM VERSUS SYSTEMATIC STUDY.

"But why speak of the value of education before a gathering of men who have devoted their lives to this high calling? There is not one representative from a college here to-day who would not zealously defend the value of education. The old truism, that 'Order is Heaven's first law,' and another, that 'Science is an orderly arrangement of facts,' must furnish the basis for all successful arguments to use against what have been called 'rule of thumb' advocates. The student who has had the privilege of taking up the facts in any one department of science, and having all of the essentials presented in logical sequence, has a great advantage over the self-taught druggist, or the one who has picked his knowledge in bits. The argument which is most effective against these men who decry college education is the great saving of time effected in one's life when knowledge is classified, and this may be illustrated

by the attempt of the man to gain universal knowledge through reading a dictionary. We must all admit that if one man's brain could grasp every fact recorded in the Century Dictionary he would indeed be a marvel and more than human; but it is inconceivable to comprehend the possibility of a man's retaining useful knowledge of facts picked up without classification, no matter how laboriously the definitions were studied, arranged as they are in alphabetical order.

"Now, the knowledge acquired by drug store experiences has not even the semblance of order or system, is acquired 'hit or miss,' just as people come into the store and inquire for what they want. Six years' apprenticeship in the old-fashioned shop was formerly the only way to study pharmacy, and it will be readily seen that the knowledge of the proprietor, and his ability and willingness to impart instruction, had the most important influence and educational value. A no less important factor was the ability of the apprentice to absorb and retain knowledge.

AS TO STORE EXPERIENCE.

"Eighty years of experience in devising systems of arranging facts in such a way that the student is first taught the elements and afterward led gradually up the ladder step by step, will certainly convince any intelligent mind of the necessity, in these strenuous times, of saving to the utmost every minute, and a student who carefully follows the instruction will certainly acquire more sound knowledge of the essential facts which lie at the foundation of pharmacy in three years at college than one who has spent his time exclusively in the store for 20 years, gathering knowledge on the installment plan.

"And then again, we know that in many stores the experience is of a limited character. The prescriptions which come to such a store from the physicians in the neighborhood are limited in their scope by the attainments of the physicians writing them, and no student ever leaves one store to take a position in another without enlarging his knowledge, for he is bound to find that the physicians in another town will employ many remedies which the others did not use, and therefore it may be said that a well constructed curriculum in a college will give a student a comprehensive grasp of all the medicines in common use in the country. Now, if a drug store experience goes hand in hand with college work, the best results will follow.

"These facts are all well known to you, and my only excuse for presenting them at this time is that they may be placed upon record at this time in the history of our association, which may well be believed to mark an epoch in pharmaceutical education. Do not let us become so absorbed in our work as to fail to grasp the situation as it exists outside of educational circles. There are thousands of men in business to-day who deride and sneer at college education. The pharmacy laws have often helped the scoffers, for it is possible, as we all know, for a man with a good memory and a narrow cranium, aided by a few books and a study of the previous questions given by the examining board, to obtain a license to practice pharmacy in his State, and we hear to-day of many such men bragging that they have acquired in three months' study as much knowledge of pharmacy as 'one of them college boys has got in years.'

THE TIME OPPORTUNE FOR A CONCERTED MOVEMENT

"In looking back at the years that have passed, it must be evident to all of us that we have sadly neglected to use to the utmost our best efforts to enlighten those who may be regarded as opponents to college education. Many of us have been content with results already achieved. We have all been zealous believers in the truths, but have trusted to time and the future to convince our opponents, and a brave fight has undoubtedly been waged. But should we not now take a step forward and use modern methods and strenuous efforts, and is not the time for a concerted movement most opportune? The medical profession demands that its State laws require the possession of a diploma from a medical college or university, showing that the candidate has had the opportunity for a systematic education, and the medical board then proceeds to demonstrate how much of this education has been practically absorbed by the candidate, and by an examination proves the ability to practice the profession. Should not the Pharmacy Board demand the same? This seems like a self-evident proposition. Then the question comes, 'Why has not this been done?'

"One cause has been undoubtedly the lack of harmony and unity of purpose among the colleges. Have we not been too much occupied with the minor matters of requirements, and have we not been concerned too much with what might be called technical details and lost sight of the great question? The public, through pharmacy laws, are now educated to such a point that they believe that restrictions should be placed upon the practice of pharmacy, and the conviction is irre-

sistible that public opinion would sustain a pharmacy law which would require every proprietor's certificate to be granted only to a college graduate. The opposition comes from those who are in business who have never gone to a college, and from those who want to enter business upon the cheapest and most superficial preparation.

"But above all, it can be said that lack of united effort on the part of educators throughout the country, arising possibly from a false sense of modesty or a fear that it would not be good policy to stir up the question, or an idea that mushroom colleges would spring up all over the country, whose sole purpose would be to sell unworthy diplomas, may have kept us back; but the time has certainly arrived when those ghosts should be swept aside and it should be, in the writer's opinion, one of the most important duties of this conference to devise a method of persistently working for the introduction into our pharmacy laws of this most important amendment."

FOR COMPULSORY GRADUATION.

The committee to whom President Remington's address was referred for consideration commended the suggestion relative to the desirability of enacting laws in the different States requiring that a college diploma shall be a prerequisite of candidates for examination before boards of pharmacy and recommended the adoption of the following resolution:

Resolved, That it is the sense of the American Conference of Pharmaceutical Faculties that it will assist in the elevation of pharmacy and redound to the benefit of the public to secure legislation in the various States whereby boards of pharmacy shall require candidates for examination to possess a college diploma.

THE OFFICERS OF THE AMERICAN CONFERENCE OF PHARMACEUTICAL FACULTIES

for 1902-1903 are as follows:

President, Edward Kremers, Madison, Wis.; vice-president, H. H. Rusby, New York, N. Y.; secretary-treasurer, Wilbur L. Scoville, Boston, Mass.

Executive Committee—J. H. Beal, chairman, Scio, O.; Chas. Caspari, Jr., Baltimore, Md.; Oscar Oldberg, Chicago, Ill.; Lucius E. Sayre, Lawrence, Kan.; Edsel A. Ruddiman, Nashville, Tenn.

INSTITUTIONS IN MEMBERSHIP.

The following are the institutions holding membership in the conference—viz.:

Albany College of Pharmacy, Albany, N. Y.; Brooklyn College of Pharmacy, Brooklyn, N. Y.; California College of Pharmacy, San Francisco, Cal.; Chicago College of Pharmacy, Chicago, Ill.; Cleveland School of Pharmacy, Cleveland, O.; University of Iowa College of Pharmacy, Iowa City, Iowa; University of Kansas School of Pharmacy, Lawrence, Kan.; Louisville College of Pharmacy, Louisville, Ky.; Maryland College of Pharmacy, Baltimore, Md.; Massachusetts College of Pharmacy, Boston, Mass.; University of Michigan School of Pharmacy, Ann Arbor, Mich.; University of Minnesota College of Pharmacy, Minneapolis, Minn.; National College of Pharmacy, Washington, D. C.; College of Pharmacy of the City of New York, New York, N. Y.; Northwestern University School of Pharmacy, Chicago, Ill.; Ohio State University College of Pharmacy, Columbus, O.; Philadelphia College of Pharmacy, Philadelphia, Pa.; Pittsburg College of Pharmacy, Pittsburg, Pa.; Purdue University School of Pharmacy, Lafayette, Ind.; Scio College, Department of Pharmacy, Scio, O.; St. Louis College of Pharmacy, St. Louis, Mo.; Vanderbilt University, Department of Pharmacy, Nashville, Tenn.; University of Wisconsin School of Pharmacy, Madison, Wis.

Changed Conditions in Professional Education.

President James in the course of his address on the occasion of the dedication of the new building of the School of Pharmacy of Northwestern University made the following remarks:

"The day of the old form of proprietary professional schools has passed away. With the new era has come a change equally as remarkable in the attitude of the professional student toward the institution where he studies. The professional student, down to within a short time, looked on the professional school as a place to buy something he wanted. He felt that his duty was done, fully satisfied, when he paid his money, in return for which he received certain instruction.

Now the attitude is destined to grow more and more into that of a loving son toward a cherishing mother—a feeling of indebtedness on one side, a similar desire to do service on the other—a relation out of which will spring a higher ethical standard, a far more efficient professional equipment, and a far more ideal relation toward all one's duties, inside and outside the university.

The relative advantages of universities located in small towns and in large cities have often been discussed. I presume such discussions will continue as long as some institutions are in great cities and some are in small towns. There are undoubtedly distinct advantages associated with both types of institutions, and, so far as I can see, the only sensible thing for any institution to do is to exploit its particular advantages in such a way as to do the largest possible service to the community in which it is located.

MORE ABOUT PERCENTAGE SOLUTIONS.

Dr. George F. Payne has sent the subjoined note to a correspondent who wrote asking for a fuller explanation of his definition of a percentage solution and the principles governing the calculations involved, as set forth in his letter to the editor published in the AMERICAN DRUGGIST for August 12, 1901, p. 86:

Percentage solutions are by weight unless specified by volume. Percentage by volume is not used except when the substances are liquids and can thus be easily measured. As the volume of liquids varies with the temperature, such mixtures are not accurate unless due attention is paid to the temperature; in some cases changes of volume occur from the contraction or expansion which takes place when the liquids are mixed. Percentage by weight is far simpler and more accurate than percentage by volume.

Percentage simply means number of parts in a hundred parts. The word is derived from the Latin words *per centum*, meaning in the hundred; hence to make a two per cent. solution, weigh out 2 grains of the drug and add enough water to make the whole weigh 100 grains. The mixture will contain 2 grains of the drug and 98 grains of water. If a fluid ounce is desired, weigh 10 grains of drug in a counter balanced bottle and add enough water to make the weight of the two 500 grains, which will be 2 grains of drug in each 100 grains of the mixed liquid. A fluid ounce of water weighs 455.7 grains and the above will give a little over a fluid ounce. The excess can be thrown away or saved for future use, or if you have a balance delicate enough to weigh fractions of grains, weigh out 9.2 grains of drug and add water sufficient to make 460 grains (this will be 450.8 grains of water). The mixture will be 2 per cent. and will measure closely to one fluid ounce for drugs whose specific gravity is not over 2.0. In case it is a substance of a high specific gravity, like corrosive sublimate (sp. gr. 5.4), and 5.4 grains occupy the space of 1 grain of water, weigh out 9.27 grains of corrosive sublimate and enough water to make the two weigh 463.5 grains. We will then have a 2 per cent. solution containing 9.27 gr. HgCl_2 and 454.23 grains of water. The HgCl_2 will occupy the space of 1.7 grains of water and the mixed liquid will measure the same as 455.93 grains of water (the volume of one fluid ounce being equal to 455.7 grains of water).

In actual practice, however, such accuracy as the above is not considered convenient or necessary. A frequent practice for making 2 per cent. solutions for one ounce mixtures is to take 2 per cent. of the weight of a fluid ounce of water (2 per cent. of 455.7), or 9.1 grains, and add to one fluid ounce of water, and for 5 per cent. solutions to weigh out (5 per cent. of 455.7) 22.8 grains of drug and add to one fluid ounce of water. This is not exactly correct, but answers fairly well in most cases. It is just as easy, however, or really easier and more satisfactory, to weigh out the drug in an even 10 or 25 grain lot and add enough water to make a total of 500 grains; while the mixture will measure a few minims over a fluid ounce, the excess can be saved or thrown away. The work is done quickly and but little calculation or uncertainty is involved.

You ask the difference between percentage by weight and percentage by volume. The first means parts by weight of a substance in a hundred parts by weight of the mixture. Percentage by volume means parts by volume of a substance in a hundred parts by volume of the mixture.

As an illustration, suppose a mixture of alcohol and glycerin is used. Taking 82 grains of alcohol of 0.82 sp. gr. and 125 grains of the glycerin of 1.25 sp. gr.; the specific gravity of alcohol being 0.82, 82 grains of it measures as much as 100 grains of water; the sp. gr. of glycerin being 1.25, 125 grains of it measures as much as 100 grains of water. Hence such a mixture will consist of equal volumes of alcohol and glycerin, or 50 per cent. of each by volume, but by weight there are 82 + 125 grains, or a total of 207 grains, and the percentage is calculated thus:

$$207 : 82 :: 100 : X = \frac{8200}{207} = 39 \frac{127}{207} \% \text{ by weight of alcohol and}$$

$$207 : 125 :: 100 : X = \frac{12500}{207} = 60 \frac{80}{207} \% \text{ by weight of glycerin.}$$

or in each 100 grains of the mixture there is

$$39 \frac{127}{207} \text{ grains of alcohol and}$$

$$60 \frac{80}{207} \text{ grains of glycerin.}$$

As the mixture weighs 207 grains, there will be $39 \frac{127}{207}$ per cent. of 207 grains, equal to 82 grains of alcohol present, and $60 \frac{80}{207}$ per cent. of 207 grains, equal to 125 grains of glycerin present.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

The Presence of Arsenic in Animal Organs.—Gabriel Bertrand (*Comptes Rendus*, Vol. CXXXIV, page 1434) found arsein in minute quantities in a number of mammals, and also in several other groups of animals. The problem he set himself to investigate was whether arsenic is a primary constituent of the living cell, or whether it represents a function of the tissues which appears only at a certain period in the animal scale. In order to solve this problem and to work under circumstances excluding all possibility of error, the author obtained animals from sources sufficiently removed from the contaminating influence of contact with modern industry, etc. The author found that the cetaceæ, certain birds, the fishes and other animals which inhabit the depths of the ocean were the best subjects for the purpose of this research, and they were therefore studied with exceptional care. The author examined all these animals, from the higher vertebrates to the sponges and found that they all contained arsenic in small quantities. The presence of this metalloid is not therefore, as is the case with certain other elements, characteristic of certain groups of animals. Thus, for example, while the act of respiration takes place by means of copper in the crustacea and the mollusca, and by means of iron in the vertebrates, arsenic is present throughout the animal kingdom without reference to functional differentiation. In addition, the author's researches showed that instead of being localized in certain organs, it is found in all the tissues. It is, therefore, like carbon, hydrogen, etc., one of the elements of protoplasm. This work implies an important conclusion, which has great significance in medico-legal questions, when it comes to finding arsenic in the bodies of persons suspected of having been poisoned. Gautier has shown that small amounts of arsenic exist in the thyroid gland in man, in the brain and its adnexa, and in the skin. Now he finds that arsenic exists in all the tissues of the human body. Hence in medico-legal researches the quantity must hereafter be alone taken into consideration, and not the mere fact that arsenic was found. Gautier (*Union Pharmaceutique*, November, 1902) in commenting on Bertrand's work says that he does not believe that arsenic is generally distributed throughout the entire animal kingdom, and, on the contrary, claims to have shown that arsenic is absent or present in infinitesimal quantities in many animal tissues. The chief localization of arsenic in animals is in the skin and hairs, nails, etc., and not uniformly throughout the body. Arsenic, moreover, may be found in the vegetable kingdom very generally distributed—*e. g.*, in all the algæ containing chlorophyll—and even in sea water itself.

Propolis.—This substance, which might reasonably be termed bees-resin, has been submitted to chemical analysis in the laboratory of the Kolonial Museum, at Haarlem, by Dr. M. Greshoff and J. Sach (*Pharm. Weekblad and Phar. Journal*). It was found to consist of a mixture of resin and wax in the proportion of 84 per cent. of the former and 12 per cent. of the latter, and 4 per cent. of an impurity insoluble in alcohol, but soluble in ether. The chief constituent of the wax is cerotinic acid. The formula of the purified resin is $C_{26}H_{20}O_8$, and its melting point 60 degrees, sp. gr., 1.186, acid number, 140. The resin is soluble in ether and chloroform and boiling alcohol, very soluble in acetone, difficultly soluble in carbon disulphide. The wax has a melting point of 66 degrees, and is soluble in boiling 95 per cent. alcohol, from

which it crystallizes on cooling. The cerotinic acid is partly in combination with melissyl alcohol. Previous investigators had noted that propolis had an odor of storax, and had found a substance which was supposed to be gallic acid and a little benzoic acid, and traces of a volatile oil. But Dr. Greshoff does not record their occurrence, although he notes the balsamic odor when propolis is heated.

Some New Salts of Cinchonine.—G. Tarozzi has described recently a series of new salts of cinchonine, including the sulphocarbolate, the sulphocresosotate and the hydrochloride. These are all powerful antiseptics, and more efficient as febrifuges than cinchonine itself. They are produced by the action of neutral sulphate of cinchonine upon the barium salt of the corresponding acids. The sulphocarbolate occurs in crystalline plates of a pale reddish tint, has a bitter taste, and is soluble in water. The salt does not precipitate with barium chloride, and gives a blue color with ferric chloride, while the corresponding commercial quinine salt made by the same maker turns a yellowish green. The pure quinine salt, however, also gives a blue color. Sulphocresosotate of cinchonine does not crystallize. Is soluble in ten parts of water, and has a bitter taste, resembling slightly that of smoke. It does not coagulate the albumin of milk, but gives with ammonia a precipitate which is insoluble in ether, thus being distinguished from quinine. Barium chloride does not alter its solutions, but ferric chloride produces a violet color therein. Cinchonine hydrochloride crystallizes in transparent, prismatic needles, but also may be obtained in the amorphous state. The concentrated solution has a slightly acid reaction. The salt is easily soluble in alcohol, and has a bitter taste. These salts are particularly recommended in the prophylaxis and treatment of malaria, clinical experience having shown that the salts of cinchonine are more efficient than those of quinine, and yet do not present the disadvantages of the latter alkaloid. (*Pharmaceutische Rundschau*, 1902, No. 30.)

The Preparation of Iodoform With Acetylene.—Le Comte (*Journal de Pharmacie et de Chimie*, October 1, 1902) says that the alcohol and acetone which are used in the preparation of iodoform can be replaced by acetylene. The author has obtained iodoform by the following process: 100 Gm. of corrosive mercuric chloride are dissolved in two litres of hot distilled water, and after cooling a current of purified acetylene is passed through the solution to saturation. In this way a white precipitate is obtained consisting of an acetylene-chloro-mercuric compound. The latter is washed until the washings cease to turn black with hydrogen sulphide, and is then dried in the oven at 100 degrees C. or in vacuo. It is then diluted with 50 times its weight of distilled water, and twice its weight of iodine is added. A solution of sodium hydrate 1:20 is then added, until the iodine has entirely disappeared. A yellow precipitate of iodoform is slowly formed, which is washed in alkali water (1 per cent. NaOH) until no more free iodine remains, and afterward with distilled water, followed by slightly acidulated water (HCl), so as to dissolve any mercuric oxide that may have remained in the precipitate. It is finally washed again in distilled water, dried, dissolved in 95 per cent. alcohol, and evaporated to leave a pure iodoform.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Casein as an Ointment Basis.—M. J. A. seeks information regarding the availability of casein as a basis for a massage cream.

Our correspondent fails to state just the character of information desired, but as he hails from New South Wales, Australia, we shall attempt to cover the subject as fully as possible in its bearings on the manufacture of ointments and massage creams, without further delay.

The origin of casein must, of course, be known to our correspondent and other pharmacists. It is a nuclealbumin, having the character of a dibasic acid, and constitutes 30 to 40 per cent. of the contents of cow's milk, human milk being relatively weaker in casein. It is isolated from milk by diluting the latter with four times its volume of water and acidifying with acetic acid to the extent of about 1 part of acetic acid to 1,000 parts of the milk mixture. The whole is then thoroughly shaken and allowed to stand until the casein separates out, when it is filtered off; or, the casein may be separated out by means of a centrifugal machine. It is then purified by repeated solutions in water, with the aid of a little caustic alkali, filtration, and reprecipitation with acetic acid. It is then washed with water and freed from traces of fat by means of ether alcohol. Professor Unna, the eminent German dermatologist, was the first, we think, to propose the use of casein as an ointment basis, but he did not use the casein in its natural form. Having in mind the acid character of the substance he first treated the substance with a small amount of caustic alkali, using the alkali in the proportion of 3 parts of alkali to 97 parts of casein. This has the effect of partially emulsifying the casein and produces a neutral product. A preparation, consisting of casein emulsion 2 parts and glycerin 1 part, mixed readily with petrolatum 3 parts, the product resembling thick condensed milk, and the consistency of the ointment can be altered at will by the addition of wax or oil or a paraffin of a higher or lower melting point.

Dispensing Acetozone.—M. M.—The manufacturers furnish general directions for the manipulation of acetozone for convenience in dispensing. The substance is not very soluble in water, but solutions may be made, it is suggested, by some such method as the following: In a bottle of sufficient size place 4 pints of water heated to a temperature not so high as to be uncomfortable to the hand. To this add 30 grains of acetozone, shake vigorously and allow to stand for one or two hours before dispensing. For internal administration it is sufficient to allow the opalescent solution to settle, and decant the quantity necessary for immediate use without filtration. If intended for injection or as an irrigating fluid in operations, or in dressing wounds, filter off the quantity desired and dilute this clear filtrate with from 2 to 5 volumes of boiled water, as experience and conditions may dictate. Solutions of this character should not be kept in stock more than three days.

The aqueous solution of acetozone may be rendered more palatable when intended for internal use by the addition of lemon or orange juice, a little wine, fruit syrup, or a trace of essential oil of orange or lemon. It has also been suggested that it may be taken in milk or mixed with a carbonated water, as Apollinaris.

Acetozone which is intended for the preparation of aqueous solutions by the nurse or attendant is best dispensed in small well stoppered vials, in large capsules, or for lack of better containers, in paraffined paper. While

the drug is best administered in watery solution, if the conditions are such as to prohibit administration in this way, the use of cachets is especially recommended. For dispensing in capsule form the drug should be diluted with lycopodium, milk sugar, or powdered licorice.

As a dusting powder acetozone may be diluted with 1 to 1,000 parts of boric acid, talc or other suitable material. Ointments may be made by combining it with from 100 to 1,000 parts of petrolatum and triturating thoroughly in a mortar. For use in a nebulizer add 1 part of acetozone to from 100 to 500 parts of neutral liquid petrolatum, which has been previously warmed to about 130 degrees F. Shake well and filter while still warm, the resulting oil to be perfectly clear and bright.

To Color Solution of Potassa.—W. L. B. asks us to inform him of a dye that could be used to color potassium hydrate in stick form a red or pink color; or a dye of any kind that would be available for coloring a solution of the hydrate.

The idea of coloring stick caustic hydrate has real elements of novelty, and we question if it could be done. Reference to the method of preparing stick caustic potash, for which see any text-book of chemistry, will indicate sufficiently the nature of the difficulty. As to coloring a solution of potassium hydrate, the same difficulty does not exist, for carmine or phenolphthalein might be employed to give the solution a bright red color, which would diffuse completely throughout the liquid.

A Remedy for the Smoking Habit.—J. P. F. asks us to name the ingredients of a remedy of this character.

There is a good deal of quackery connected with the preparation and sale of remedies for the tobacco and drink habits. The unfortunate victims are expected to assist the action of any "remedy" they may decide to take with liberal and continued doses of faith, and where a cure is effected, as sometimes happens, it is often difficult to place the credit for the cure where it properly belongs. We mention this by way of impressing the necessity of setting forward the claims of the "remedy" with the proper and necessary amount of printer's ink. The various tobacco cures consist usually of mixtures of bitter tonics—gentian, nux vomica and cinchona being favorite ingredients. Powdered lobelia seed is supposed to exert a particularly strong curative action, but it really does not matter much what enters into the composition of the compound, so long as it is bitter and nasty. As a type of this sort of "remedy," the following formula will perhaps be useful:

Powdered white poplar bark.....	3ij
Powdered gentian.....	3ij
Powdered wild cherry.....	3ij
Powdered nux vomica.....	3ss
Powdered red cinchona.....	3ss
Powdered lobelia seed.....	gr. xxx
Gold oxide.....	gr. xx
Sodium chloride.....	3ij
Sodium bicarbonate.....	3vii

The correct method of compounding this formula can only be guessed at, and the same has to be said regarding its mode of administration. We print it to show one man's notion of what constitutes a good cure for the tobacco habit. It is to be presumed that the remedy is intended to be administered in pinches at a time in coffee or tea, but of this we cannot speak definitely.

Shampoo Powder.—M. M.—The composition of shampoo powders varies greatly. They consist usually of mixtures of borax, potassium carbonate and soap bark, or the extract thereof. The composition of one powder of this kind is given as follows:

Sodium borate.....	22.5 Gm.
Sodium carbonate, dried.....	30 Gm.
Extract of quillaja.....	15 Gm.
Perfume q. s.	

This quantity is added to a quart of water, and the mixture is then used as a liquid shampoo.

Additional examples of shampoo powders are given below:

I.

Sodium borate.....	3ij
Sodium carbonate, dried.....	3vi
Soap bark in fine powder.....	3ij
Perfume to suit.	

II.

Sodium borate.....	3ij
Camphor.....	gr. lxxx
Cochineal.....	gr. xl
Oil of rosemary.....	gtt. xxv
Mix well.	

III.

Sodium borate.....	3i
Sodium carbonate, dried.....	3i
Camphor.....	gr. xx
Oil of rosemary.....	gtt. x

This is sufficient for 1 quart of water.

U. S. Department of Agriculture Bulletins.—J. E. Lanouette, Port Tampa City, Fla., writes: "I wish to procure Part V of Chemistry Bulletin No. 13, United States Department of Agriculture, 1889. It is now out of print, but possibly some of your readers may have a copy for sale."

Kellogg's "Art of Massage."—S. W.—This book is published by the Modern Medicine Publishing Company, of Battle Creek, Mich.; price, \$2.25.

Correspondence.

Shall There Be Exceptions to the U. S. Pharmacopœia?

To the Editor:

Sir,—In view of the recent crusade against pharmacists by the Health Department of New York, I would like to call the attention of the trade to several preparations which for good and sufficient reasons ought not to be sold as prescribed by the U. S. Pharmacopœia.

I desire to bring this before the readers of the AMERICAN DRUGGIST in order to start discussion and reach an agreement by which exceptions, if there shall be any, may be legalized and have the consent of the Health Department and the Board of Pharmacy. I will mention a few preparations only, and the list may be enlarged as deemed proper by agreement between the pharmacists and the authorities.

Beginning with blue ointment, the Pharmacopœia calls for an ointment containing 50 per cent. of mercury. Now in my opinion it is unwise to dispense an ointment of this strength when it is intended for use as an insecticide on children. The ill effects of the application of an ointment of this strength would soon be manifest; and for such purposes the sale of a weaker ointment, say, 25 per cent., ought to be permissible.

In the case of carbolic acid, the Pharmacopœia prescribes a crystal 100 per cent. acid, which, of course, to dispense over the counter is almost entirely out of the question; still, according to the pharmacy law of this

State, a pharmacist who sells a 90 or 95 per cent. acid is just as liable to prosecution as one who sells a 50 per cent. acid.

Compound liquorice powder, dispensed with the oil of fennel, as directed by the Pharmacopœia, is often refused by people who have been accustomed to taking a powder made with fennel seed.

Ointment of gall and ointment of belladonna present a very unsightly appearance when made without the addition of wax, especially during the summer months.

Simple ointment and carbolic ointment are looked upon with suspicion in some localities if made with yellow wax as prescribed by the Pharmacopœia.

The foregoing are a few examples to which I would like to call the attention of my fellow pharmacists. I do not wish to be looked upon as favorable to lowering the standard of the Pharmacopœia, nor would I be understood as favoring substitution or adulteration, but I think that some variations to the Pharmacopœia should be permitted. A way out of the difficulty would seem to lie in the compilation of a book which might be called *The Extra Pharmacopœia*, such book to be compiled after agreement between the pharmaceutical associations and the respective authorities, and to be sanctioned by the Department of Health and the Board of Pharmacy. I hardly think it would be advisable to make labels with special names signifying the strength or variation contained in the package or vial, as the public would, in all cases, ask for the best quality, highest purity and strongest preparation that could be had, and this would lead to dissatisfaction and be detrimental to both pharmacist and public.

I should be glad to be favored with the opinions of pharmacists on this question, as I think the subject is of vital importance, and one worthy of the most thoughtful consideration.

GEORGE KLEINAU.

897 PARK AVENUE, NEW YORK, February 10, 1903.

How the Cutter Might Be Advantaged.

To the Editor:

Sir,—In all of the discussions pertaining to the plan recently adopted by the Dr. Miles Medical Company, it seems to us that one point has been overlooked. In this contract a dealer who has been accepted as a retail distributor for these goods is permitted to supply any party, presumably a consumer, with six bottles of their \$1 remedy for \$5, and in this way the goods, as you can readily understand, could be obtained by an aggressive cutter, thus making the cost 84 cents per bottle. The cutter is then in a position to destroy this plan by advertising the same for any figure between 84 and 99 cents, and by so doing receive a profit and yet undersell the other dealers who are forced by the contract to charge the full price of \$1.

We have taken up this subject with the Dr. Miles people, but have not yet had any reply. We believe that the matter is worthy of consideration, and for that reason are directing your attention to it.

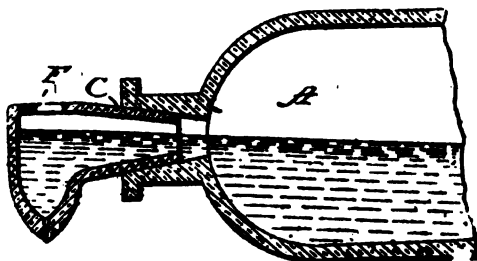
THE ELK DRUG COMPANY,
EDGAR C. MCKALLOR,
President and General Manager.

BINGHAMTON, N. Y., February 14, 1903.

The Annals of Mycology is the name of a new periodical devoted to the science of mycology, which is to appear bi-monthly from the press of R. Friedländer & Sohn, Carlstrasse 11, Berlin, N. W., Germany, under the editorship of H. Sydow. Besides articles in German, the Annals will also contain treatises in English and French on mycological subjects. The annual subscription is 25 marks.

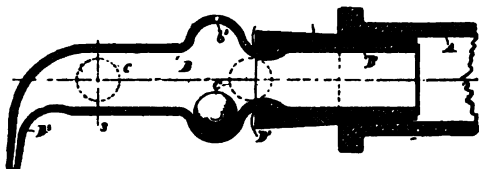
New Inventions.**DROPPERS FOR BOTTLES.**

Two applications for patents on contrivances for furnishing drops from medicine bottles were issued last month by the Commissioner of Patents. No. 718,764, issued to George B. Hutchings, of Galveston, Texas, is described as a dropper for



Hutchings' Dropping Attachment.

liquids in one piece, comprising an open-ended tapering portion adapted for connection with varying sizes of bottle necks, and an angular extension thereof having a closed wall in line with the open-ended part, an orifice through the end of said extension and a vent immediately in line with the dropping orifice, substantially as described and shown in the accompanying cut.



Strauss' Dropping Attachment.

Patent No. 718,801 is the invention of W. L. Strauss, of New York. As shown in the accompanying sketch, it consists of a dropping mouthpiece for bottles having in combination with the loosely inclosed ball C, a base, B', and contraction, B', with an elastic sleeve, D D', fitted thereon, and the hollow collar B' and tapering out of round extension B' adapted to retain the ball while the excess of liquid retreats into the bottle, and contracted dropping point B', all arranged to serve in the manner indicated.

Books, Pamphlets, Etc., Received.

Proceedings of the Twenty-fourth Annual Meeting of the New York State Pharmaceutical Association, held at Elmira, N. Y., June 24, 25, 26 and 27, 1902. Also the Constitution, By-Laws and Roll of Members. Syracuse, N. Y., E. S. Dawson, Jr., secretary.

A Manual of Toxicology. By Albert H. Brundage, A.M., M.D., Phar.D., professor of toxicology, physiology and hygiene in the Brooklyn College of Pharmacy. Second edition, revised and enlarged. New York: The Henry Harrison Company, Broadway and Gates avenue, Brooklyn Borough. \$1.50.

Proceedings of the Ninth Annual Meeting of the Vermont State Pharmaceutical Association, held in St. Johnsbury, Vt., October 8 and 9, 1902. Also the Constitution, By-Laws, Roll of Members, Pharmacy Law, State Poison Law, etc. Montpelier: W. E. Terrill, secretary.

Thirty-third Annual Report of the State Board of Pharmacy, made to the General Assembly at its January session, 1903. Providence: Howard A. Pearce, secretary and registrar.

Course in Pharmaceutical Arithmetic, including Weights and Measures. By J. W. Sturmer, Ph.G., professor of pharmacy. Purdue University, Lafayette, Ind. Terre Haute: Moore & Langen Printing Company, 1903. \$1.50.

Historia de la Medicina en Guatemala, 1902. Guatemala: Impresa en la Tipografía Nacional, 1902.

Proceedings of the Twenty-Third Annual Meeting of the North Carolina Pharmaceutical Association, held at Morehead City, June 19, 20, 1902. Secretary P. W. Vaughan, Durham, N. C.

An American edition of Muir and Ritchie's standard textbook, "Manual of Bacteriology," has been prepared by Norman MacL. Harris, M.B., Associate Professor in Bacteriology at Johns Hopkins University, from the third and latest revised English edition. It will be profusely illustrated.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

FOLLOW IT UP.

THE street fakir is the fellow who gets immediate results, but who fails to get permanent returns. He is a bright and shining example of several things that the retail advertiser may well heed.

In the first place notice his ads. Does he get up on the corner and merely say: "Gentlemen, I am introducing the famous Rattlesnake Emulsion; a certain cure for corns, bunions, lockjaw, toothache, rheumatism and all other aches and mistakes of mankind," and then shut up and keep as quiet as a clam for an hour?

Hardly; he keeps right at it, and tells a story long enough to fill two pages of a newspaper. He simply tells people everything, and more, that there is to tell about his preparation.

Not all hear him through, but many do, and at the end he reaps his harvest of shekels simply because he has kept at people until he has convinced them. As a getter of immediate results he is a winner, but at that point he disconnects. One would think that having sold several hundred bottles of his stuff that some demand would be permanently established, but this is seldom or never the case.

The reason is not that his article lacks merit, the result will be practically the same, whether it be good or bad; to keep it going he would have to keep on advertising, and this he does not do. In his line of business it is better to move on to the next town and do his kind of advertising in a new field. The man permanently located may imitate the aggressiveness of the vendor and see that his story is as fully told, but he must keep on telling it forever. In the end he will be rich, while the getter of large immediate results is apt to pass over the hills to the poorhouse.

CRITICISM AND COMMENT.

O'Rourke & Hurley, Little Falls, N. Y., send a copy of their historical and family almanac for Herkimer County. This is a book of about 70 pages, planned in a general way like a number of others that are regularly issued each year by druggists throughout the country. It contains some historical matter of local interest, but is chiefly devoted to advertising, space being sold to some of the manufacturers in the drug line. As it is probable that the outside advertising repaid most of the cost of the book, the results are apt to repay the time spent in its preparation.

A GOOD PRESCRIPTION PAMPHLET.

Jacob's Pharmacy, Atlanta, sends an attractive pamphlet advertising the prescription department. The title is "Light on an Important Subject," this sentence being illustrated by a cut out of a girl with a candle, which has

been mounted on the cover. The inside title-page bears the following:

The compounding of prescriptions to-day is an exact science, brought to its highest perfection at Jacob's Pharmacy.

The pamphlet consists of eight pages, three of which are occupied by half-tones of the prescription department and files. Part of the matter on one page is, I notice, taken from a book I once prepared for Jas. Robinson, of Memphis, and some of the other material is copied; but as it fits well into the story there is no objection to its use. As a rule, matter should be founded on the distinctive features of the store advertised; it is apt to

be more effective if written with conviction founded on reality. The first page of this book is as follows:

A HEART TO HEART TALK.

We desire to talk about the compounding of prescriptions and selling of such appliances as are ordered by physicians for use in sick-room or in convalescent cases.

In these few pages we shall touch on the way a prescription is filled here.

First of all, we'll write of precautionary measures. Here they abound in fullest extent. You enter with a prescription. You hand it to the druggist in attendance. He does not read it, smile or comment, but produces two checks exactly similar. You get one and simultaneously is stuck a corresponding one on your prescription. Hold on to yours! Be seated. Now yours goes out to the isolated and strictly private compounding room, on the double deck in the rear of the store. An expert pharmacist now takes it in hand. Now it is filled. Another takes prescription and checks off weights, component parts, and O. K.'s the work of the pharmacist by attaching his check to container. Back comes your prescription, to be delivered with check stuck on. Salesman sees that prescription corresponds with number you hold. You get the right prescription rightly filled. The same is followed precisely when prescriptions are sent for and delivered. Lots of red tape? Yes, but it's a safeguard, almost an absolute one, against mistake. So much for routine.

How about the cost?

No, indeed, not a bit more than the humdrum drug store prices; in most cases less.

What other features are there?

Here's a jumbled string of them: Expert compounders, absolute privacy, standardized and assayed remedial agents, and the widest range of them, no substitution, no interruption to sell goods, nothing of that sort. Simply a serious resolve to make of the prescription department an aid to both the physician and the patient.

That's a good bit, but that's but a part of the functions of this store.

SOME SPECIMENS OF ADVERTISING.

We reproduce several advertisements taken from newspapers. The ads, as shown, are reduced from their original size:

Number one is a very good ad and so displayed as to be conspicuous in any paper. It would have been well to have used a headline which embodied the words "Wall Paper," because, when possible, a heading should be used to arrest the attention of the particular class which will be interested in the goods.

Number two is an ad with a history, which, as I recall it, is as follows: Several years ago a certain ad writer prepared an article for an advertising journal, and he prepared or selected this ad as an example of how not to do it. His aim was to emphasize the fact that attempted smartness is a mistake, and that freak display lines divert attention from the real point of the ad. His exceptions to this ad seem to have popularized it, for ever since it has been traveling back and forth across the country. It was making a temporary stop in a Canadian newspaper when I noticed it this time. It is no better than when it began its journey.

Number three is a neat little ad containing a complete story in a few words. The unusual type face used for display helps to make it conspicuous. The white space also helps.

Medical Humor.

A Glasgow, Scotland, physician, who is blessed with a keen sense of humor, incloses the following epigrammatic verses along with his accounts:

Tres medicus facies habet; unam, quando rogatur,
Angelicam; mox est, cum juvat, ipse deus;
Post ubi curato, poscit sua pramla, morbo,
Horridus apparet terribillaque Satan.

For the benefit of non-classical patients the author supplies this free translation:

An angel's face the doctor wears
When first his aid is sought,
A god-like countenance he bears
Soon as the cure is wrought.

But when his little bill he makes,
And seeks his humble fee,
A form most terrible he takes,
A horrid devil he.

At ½ Price and Less

A lot of odds and ends of Wall Paper, Remnants. Last years patterns. Nice clean goods, Suitable for kitchens, bed rooms, etc. Nice borders and ceilings go with them if you want them. Prices so low you will be surprised. Less than cost? Yes indeed, but our loss is your gain and the "nimble nickle" we get for them is worth more than the "slow dollar." 25 to 50c. will buy enough for a room, border and all. Better get them while they are going.

Branch's Drug Store

No. 1.

DON'T
get an idea that this is a high-priced store because of its all round first-classness

PUT YOUR HAT ON
and stroll down this way and take a real good look through the place. Then you'll go away

WITH A
definite idea of what it is that gives cautious and careful people so much confidence in the store. It's all as simple as a

SHOE HORN
We are particular in everything. We buy the best drugs we can find and dispense them properly.

E. GREGORY,
Corner Drug Store, Lindsay

No. 2.

Hay's
Benzoin Lotion

is a cold weather hand-comfort that you can depend upon.

Used every day it prevents and cures chapping and soothes all irritated skin. It is not sticky or greasy. In 15c and 25c bottles.

Hay's Pharmacy,
Middle Street.

No. 3.

JOBBER'S "ACCEPT" THE MILES PLAN.

Result of the Conference in Chicago—Compromise Agreed to by Both Parties—Plan Not to Be Extended to Other Goods—Summary of the Changes.

The jobbers drove rather a hard bargain with the retailers at the conference in Chicago on February 11 to effect a "compromise" on the direct contract plan and serial numbering system. Jobbers had raised several objections to the plan as adopted by the N. A. R. D., and first tried by the Dr. Miles Medical Company, and leading wholesale houses flatly refused to put that plan into operation. At the Chicago meeting radical changes were made in the original plan to meet all objections of the jobbers. Perhaps the most important feature of the agreement finally reached between representatives of the retailers and wholesalers was the promise on the part of the N. A. R. D. that the Miles plan as amended should be confined to that company, and that neither that plan nor any similar plan would be put into effect without the consent of the jobbers. A prominent jobber made the following statement to a representative of the AMERICAN DRUGGIST as to what transpired at the conference:

"A special meeting of the Proprietary Committee of the N. W. D. A. took place at the Auditorium Hotel, Chicago, on February 11, to consider the direct contract and serial numbering plan for selling proprietary medicines as adopted by the Dr. Miles Medical Company, of Elkhart, Ind. A strong representation of the committee was present, members coming from as far west as Denver, as far south as Richmond, and the east being represented by members from Boston, New York and Philadelphia. The unanimous sentiment of those present was to the effect that the plan was impracticable and in many ways a hardship. A. H. Beardsley, of the Miles Medical Company, and a strong delegation of the N. A. R. D., appeared before the committee and submitted an amended new Miles' plan, with most of the objectionable features stricken out. The committee suggested further changes and amendments, all of which Mr. Beardsley acceded to, and the new and amended plan was then adopted. It is believed that the wholesale druggists all over the country, now that the worst features of the plan have been eliminated, will agree to the new plan and thus once again prove to the retail trade that the jobbers of this country are the retail druggists' best friends, and that the demagogues, whose sole stock in trade is wholesale denunciation of the jobbers, will have to be more quiet hereafter."

John N. Carey, chairman of the Committee on Proprietary Goods of the N. W. D. A., has issued a notice to the wholesale trade, giving the changes made in the Miles' plan at the Chicago conference. The Miles Company, through Mr. Beardsley, offered to amend their wholesale agency contract by eliminating the \$96 penalty clause and incorporating a different system of recording the serial numbers, under which the jobber will only be required to enter the numbers on a blank card attached to each package of one dozen, and forward same to the Dr. Miles Medical Company, who will themselves keep all the records. They also agree to increase their discount to the jobbers from 10 and 3 per cent. to 10 and 5 per cent., in consideration of their plan being put into effect by the latter.

According to Mr. Carey and to other jobbers who attended the conference, it was distinctly understood in the meeting that in consideration of the jobbers putting the Miles Company's amended plan into practical operation, the N. A. R. D. Executive Committee would not ask the jobbers to adopt this or a similar plan on any other proprietary goods, or to take up any general plan, before the same had been submitted to the Proprietary Committee of the N. W. D. A., and mutually agreed upon.

Under these conditions the jobbers' committee decided to "accept" the Miles' plan as amended. The company will send to the jobbers as soon as possible revised contracts covering the changes enumerated above. In view of this formal action by the Proprietary Committee it is believed that jobbers generally will sign the amended contract and give the plan a fair trial.

Whether or not any particular significance attaches to the statement that the jobbers "accept" the amended plan, it is interesting to note in this connection that they were very careful not to "indorse" or "approve" the plan. Objection was made to both of these last words at the Chicago conference.

A meeting of New York jobbers was held last Tuesday at the rooms of the Board of Trade and Transportation, at which the amended plan was formally accepted.

Ohio Valley Retailers Have Pronounced Views.

From all over the country comes news of the passage of resolutions by local retail associations commending the action of the Miles Medical Company, and urging the jobbers to accept the plan. The most vigorous of these resolutions are those adopted by the Ohio Valley Association, as follows:

WHEREAS, The business welfare of the retail druggists depends wholly upon the adoption by manufacturers of the Contract and Serial Numbering System, and

WHEREAS, The Dr. Miles Medical Company, of Elkhart, Ind., has adopted that system, which, as adopted by them, will, with slight changes, be an absolute guaranty against price demoralization, and

WHEREAS, Wholesale druggists, particularly of New York, Chicago and St. Louis, are persistently active in opposition to the general adoption of Dr. Miles' contract, thus endangering the only method by which cutters can be successfully prevented from depriving the legitimate retail trade of an honest profit, and

WHEREAS, Past efforts for the prevention of price-cutting have failed because of supplies reaching cutters from New York, Chicago and St. Louis, which would necessarily cease under the Miles' contract and system of tracing, therefore be it

Resolved, That it is the sense of this meeting that the opposition of the afore mentioned jobbers offers circumstantial evidence of almost incontrovertible nature that the true ground for such opposition is to be found in reasons other than the additional labor necessary for the compliance with the terms of the Miles' contract; be it also

Resolved, That a refusal to become wholesale agents for the Miles Medical Company is directly inimical to the interests of the retail druggists, and that such refusal is equivalent to a declaration of unwillingness to aid the legitimate retail trade; be it finally

Resolved, That we call upon our brethren in all parts of the country, and particularly in the cities of New York, Chicago and St. Louis, to insist upon their jobbers becoming agents for the Miles Company, and to accept a refusal so to do as a manifestation of the greatest possible unfriendliness toward the retailers' interests, calling for a cessation of all business relationship.

Providing for More Naval Pharmacists.

The following amendment has been proposed to the Naval Appropriation bill. At present there are 25 naval pharmacists:

"That hereafter the number of pharmacists in the navy is hereby increased to 60, and that this number may be increased by the Secretary of the Navy whenever in his opinion such further increase is required by the exigencies of the service: Provided, That vacancies in the corps of pharmacists shall be filled by the promotion of hospital stewards of the Hospital Corps of the Navy in the order of their standing in said corps, according to longevity and professional and moral fitness, as determined by their respective records, under such regulations as may be prescribed by the Secretary of the Navy.

"That the warrant of pharmacists shall be the same as that now allowed by law to boatswains.

"That hereafter all the provisions of law for the commissioning of boatswains as chief boatswains shall extend to and include pharmacists of the Hospital Corps of the Navy, who, on promotion, shall be known as chief pharmacists, with the rank, pay and allowances of chief boatswains.

"That immediately after the passage of this act pharmacists who have 15 years' naval service shall be commissioned chief pharmacists, and thereafter no pharmacist shall be promoted until he shall have passed an examination before a board of chief pharmacists, in accordance with regulations prescribed by the Secretary of the Navy."

Membership Committee, N. W. D. A.

The Committee on Membership of the National Wholesale Druggists' Association for the current year have been named by President Hover, as follows: Henry D. Faxon, chairman, Kansas City, Mo.; H. D. Martin, St. Louis, Mo.; Frank S. Henry, Cleveland, Ohio; L. R. Dronberger, St. Louis, Mo.; R. S. Johnston, New York City; C. S. Jones, P. R. Lance, Philadelphia, Pa.; S. C. Dobbs, Atlanta, Ga.; B. T. Van Alen, and Romaine Pierson, Chicago, Ill.

STATE EXCISE DEPARTMENT TO PROSECUTE DRUGGISTS.

Old Charges to Be Pressed—New York Druggists United in Defense—Prosecution Believed to Be Prompted by Saloon Men—Interview with Druggists' Attorneys.

As foreshadowed in our last issue the State Excise Department has resumed its campaign, started about a year ago, against retail druggists. In the spring of 1902, it will be recalled, notices were sent by the Department to some 200 retail druggists throughout the State, many of them being located in Greater New York, informing them that the Excise Department was in possession of information that they had violated the law by selling liquor without a physician's prescription, and inviting them to contribute \$500 each, the amount of their bond, which they were told they had forfeited. There was quite a flurry in the retail trade then, but it soon passed, and as the Excise Department showed no disposition to press the charges and recover the amount of the bonds, the matter had been almost forgotten. Now, however, some of the druggists originally called to account by the Department realize that the matter has not been dropped. About 20 of these druggists have been served with papers in civil actions brought by the State Excise Department against themselves and their sureties, to recover the \$500 bond or penalty. The first papers were served here on or about February 16, and others since then. Those who have not been served will probably have that pleasure in the near future. All of the present actions are based on the charges made last year. One explanation given for the Department renewing its campaign is that some of those who were accused last year of having violated the law had been caught again; hence the determination to push the original charges.

Mr. Cantwell, of the law firm of Cantwell, Moore & McDonnell, was interviewed last week by the AMERICAN DRUGGIST. This firm have been retained to look after the interests of many of the accused pharmacists. "Last April," said he, "V. C. Daggart, of the Manhattan Pharmaceutical Association, sent out a letter inviting all druggists of this city who had received notices from the Excise Department to come together and make a united defense. This was subsequently done, and the matter was placed in our hands. We shall certainly make a vigorous fight in behalf of these druggists. The Excise Department has retained Albert O. Briggs, of Albany, to represent it in these civil suits, and we have 20 days in which to file an answer."

Some of the accused druggists assert that they did not sell liquor as alleged, and that if any one procured it at their stores it must have been sold by clerks contrary to explicit orders from the proprietor. If that be true it is a question, Mr. Cantwell said, whether the proprietor can be sued and forced to pay a penalty for the act of an employee.

It is believed in drug trade circles that the State Liquor Dealers' Association is largely responsible for the crusade against the druggists.

Liquor Licenses in New Hampshire.

New Hampshire druggists are endeavoring to secure a change in the law relating to the handling of liquors. The following are the chief provisions of the bill: Any registered pharmacist doing business shall be entitled to a druggist's license, with an annual fee of \$5, for the sale of liquors in connection with his business, and sales may be made by himself, his partners or employees, and in case of his death his license shall be transferred to any registered pharmacist employed by his widow, executors or heirs, for not exceeding three years, if they carry on the business. This license shall permit the sale of liquors only for medicinal, mechanical, chemical and sacramental purposes, and sales shall be made only on the signed certificate of the purchaser. Any person entitled to a druggist's license may hold also, in any city or town licensing the sale of liquors, a license to sell liquors of all kinds, not to be drunk on the premises, the fee for which shall be \$50 a year. Hon. B. B. Johnson, of Boston, opposed the measure. Hon. E. C. Bean, a druggist, favored the bill, as did ex-Mayor Sargent, of Concord, who appeared for the New Hampshire Pharmaceutical Association.

Miss Helen M. Proehr, a graduate of the National College of Pharmacy, has bought the drug store owned by the heirs of the late Chas. F. Keim, corner Fourteenth and Pierce streets, Washington, and is conducting the business.

DOCTORS AND JURISTS ON "DRUG ADULTERATION."

The Need of Additional Legislation on Adulteration—Arsenic in Textiles and Wall Paper—The Phenacetin Crusade Commented On—Radical Views on Proprietary Remedies—Retail Pharmacists the Subject of Severe Criticism—Druggists Defended.

The Society of Medical Jurisprudence held its regular monthly meeting at the New York Academy of Medicine on Monday evening, February 9. The principal business of the evening was the presentation of a paper by Dr. Harvey W. Wiley, Chief of the Bureau of Chemistry of the Department of Agriculture, on Drug Adulteration and the Laws Relating Thereto.

Dr. Wiley reviewed in a general way the question of standards, pointing out the methods used in establishing the standards of the United States Pharmacopoeia, which he spoke of as admirably accurate. He said that the only national legislation ever enacted concerning the purity of drugs was the two laws now in force. One of these governs the importation of crude drugs from foreign countries; the other, which was passed at the last session of Congress, empowers the Secretary of Agriculture to establish a drug laboratory under the Bureau of Chemistry. Dr. Wiley said it was hoped that this bureau might do for domestic drugs what had been done for imported drugs through the laws governing their entry at United States ports. Unfortunately, however, sufficient funds had not been provided to put into immediate operation the plans of the drug laboratory. The chief of the laboratory would go to work about March 1 in the laboratory of the chemical department of the bureau. He stated that the American Pharmaceutical Association and other bodies of pharmacists had given the bureau their hearty support, and it was hoped that much good would result from its operations in decreasing the prevailing adulteration. The frequency with which adulterated drugs appear in the market was shown by quotations cited by Dr. Wiley from the reports of various committees of the American Pharmaceutical Association, and from the address of Prof. Virgil Coblentz before the New York Section of the Society of Chemical Industry, a full abstract of which was printed in the AMERICAN DRUGGIST for October 27, 1902, p. 266.

Dr. Wiley also referred to the report which had been made by the chemist of the New York Department of Health, concerning the sale of adulterated phenacetin, giving this as further evidence for the need of additional legislation, both State and national, on adulteration.

In speaking of proprietary remedies he referred to the grave danger in the sale of proprietary remedies containing narcotics or large quantities of alcohol. Quite recently he had been appealed to by a cocaine friend to know if there was not some national law under which sales of proprietary remedies containing alcohol or narcotics could be regulated so as to save the public from the danger of contracting a habit by the unwitting use of the compounds, of which these drugs were a portion. The writer of the letter himself was a prey to the cocaine habit, which he had innocently acquired through the use of a cocaine snuff, and it was not until long after the habit had been firmly formed that the patient really became aware of the fact that he was using cocaine at all.

Dr. Wiley took the radical ground of advising that no one should be allowed to put up under a proprietary name any article which was official in the United States Pharmacopoeia, or any compound containing any article official in the United States Pharmacopoeia. He quoted statements made at the hearing before the Senate Committee on Manufactures in connection with the Hepburn Pure Food and Drug Bill. The matter quoted reflected upon the integrity of the retail druggists as a class, one portion of the interview quoted reading as follows:

The Chairman. Now, can you, from your knowledge, give us an idea of the extent of substitutions and misbrandings and adulterations?

Mr. Parmele. If I should state exactly what I think regarding the percentage of substitutions as compared with the genuine article dispensed, I am afraid that the retail drug trade of the United States might get a very queer impression of my opinion of their honesty. There are, of course, lots of honest druggists and lots of dishonest druggists. The opportunity for them to practice deception is so great and the chance of discovery in so many instances so small that it enables them to practice dishonest acts.

The situation is one of confidence. Your doctor writes a prescrip-

tion. You do not even know what you are expected to get in many instances. The prescription goes to the drug store. The druggist puts in that prescription, or should, what the doctor has ordered exactly—nothing more—absolutely nothing less. But the temptation to the druggist to make the most out of that prescription that he can will induce him to use an article that is below the standard, or if it be some article that is made by a special manufacturer, the temptation is for him to put in something that will pass muster, but is not the real article.

Dr. Wiley then took up the question of arsenic in textiles and showed a number of samples of stockings, cloth and wall paper, in which considerable quantities of arsenic had been discovered. An observation of these samples showed that the mere color was no indication of the probable presence of arsenic.

Dr. Carl Beck opened the discussion, accentuating the grave importance of care in the selection of the druggist to whom the dispensing of prescriptions should be entrusted, and stating that these alarming reports of the prevalence of adulteration would have a tendency to induce the physician to dispense his own drugs.

Dr. A. A. Berg said that no legal enactment could secure purity in drugs, and the only thing for a physician to do was to watch his patient and govern himself accordingly. If he did not get the proper results from administering a drug he should secure a fresh supply from another source.

Dr. T. K. Tuthill, who is attached to the coroner's office, said that it appeared to be impossible to obtain certain drugs in a pure condition. He referred particularly to bismuth subnitrate, which frequently contained arsenic in alarming proportions, and cited one case in which its administration had produced very grave results. Dr. Tuthill took occasion also to commend that portion of the address of Dr. Wiley which had to do with proprietary medicines. He said that no proprietary medicine containing alcohol or a narcotic drug should be sold without a statement of the fact that the preparation did contain these ingredients appearing plainly on the label. Within his own practice he had seen cases of drug addictions directly traceable to habits formed by the use of proprietary preparations. Within the past month a respectable citizen occupying a prominent position in this city had been arrested on a charge of being intoxicated, and who was in fact intoxicated, though he was wholly unaware of that fact, since his intoxication arose from taking a quinine tonic at a soda counter. Dr. Tuthill said that he had no words sufficiently strong to express his condemnation of the practice of a certain downtown druggist, who he was told sold as much as 40 gallons a day of a so-called "tonic" over his soda counter, and who he believed was doing more than a dozen saloons toward the wrecking of lives by the creation of the alcohol habit in a class of people who would never have thought of going into a saloon or of drinking whiskey as such. He also mentioned by name a proprietary tonic which he said was, he believed, responsible for development of drug addiction in a great many cases.

Theodore Sutro, president of the society, stated that Caswell A. Mayo, editor of the *AMERICAN DRUGGIST*, was present and then Mr. Mayo was asked to present his views. Mr. Mayo said he was pleased to have an opportunity to speak in defense of the retail druggist. Judging from the statements which had appeared in the daily papers of late and from the general tone of the discussion during the evening, it would seem that there was an impression abroad that as in the case of the Indian, the only good druggist was a dead druggist. He wished to assure his hearers that this was not true, and that even if all the charges made concerning the sale of adulterated drugs were true, the physicians and the public should bear in mind that there were still many honest druggists, and that these honest druggists should be given the support of the public. He pointed out the fact that the druggists themselves had been the originators of all pure drug legislation, a fact which of itself was sufficient evidence of the existence of a public spirit in the drug trade in favor of the highest standards. Unfortunately the public put a premium upon dishonesty by its desire to economize in a petty way. The women were the greatest sinners in purchasing drugs and allied articles from department stores and cut-rate druggists at reduced rates regardless of the quality of the drugs offered, although pure drugs could be purchased at a slightly higher rate from reputable pharmacists. He said that he wanted to enter a protest against the indiscriminate condemnation of the entire drug trade because of the faults of a portion of it, and he wished to enlist the co-operation of the public in bringing about a healthier condition of affairs by diverting patronage from those druggists whose sole claim was based upon the cheapness of their products, to those who furnished pure drugs at fair prices, prices which afforded adequate remuneration for the care and skill exercised by the druggist in insuring their purity.

During the evening several candidates were elected to membership, and Dr. Adolph Lorenz, of Vienna, was elected an honorary member of the society. At the close of the discussion a collation was served.

MANHATTAN PHARMACEUTICAL ASSOCIATION.

Results of an Interview with the Health Department—Adoption of Resolutions Favoring Direct Contract Plan of N. A. R. D.—The Sale of Benzin in Drug and Paint Stores—The State Excise Commissioner and the Sale of Calisaya and Coca at Soda Fountains.

The Health Department's crusade against adulteration of phenacetin and other drugs, and the N. A. R. D. direct contract plan and serial numbering system, were among the principal matters considered and acted upon at the regular monthly meeting of the Manhattan Pharmaceutical Association, held at the New York College of Pharmacy last Monday night. President Charles S. Erb called the members to order shortly after 9 o'clock, and what the attendance lacked in numbers was offset by the amount of business transacted and the enthusiasm manifested in the discussions.

After the reading of the minutes by Secretary Swann, Treasurer Hitchcock reported: Balance on hand at the last meeting, \$336.24; dues received, \$41.25; disbursements, 90 cents; balance on hand at this meeting, \$376.59.

Chairman Searles of the Legislative Committee reported that there were two bills pending in the Legislature in which the members were interested—namely, the so-called soda water bill, which repeals the amendment to the penal code, passed last year, and a bill relating to explosives. A communication from Senator Elsberg stated that arrangements had been made whereby copies of all bills affecting pharmacy would be secured. This will do away with the necessity, Mr. Searles said, and expense of having a man in Albany to watch legislation. Mr. Emelln, on behalf of the committee to whom the matter had been referred, reported adversely on the proposition of Mr. Keniston on printing the year book. The report was adopted.

Mr. Searles then reported for the special committee on the Board of Health. The committee, he said, had an interview with Commissioner Lederle, of the Health Department, on the morning of that same day. The committee called attention to how press accounts of the department's findings had a bad effect on the drug trade in that wrong impressions had been given, which made the honest druggist suffer on account of the action of the dishonest druggist. The committee offered to co-operate with the board in rooting out the bad druggist. Mr. Searles said the Board of Health would accept the assistance of the Board of Pharmacy in this matter. Mr. Searles went on to say that the Health Department had secured samples of liquids as well as solids; among these were samples of cream of tartar. Those procured from pharmacists were particularly pure, but the samples from grocery stores were found to be adulterated. Other articles from drug stores, however, such as spirits of camphor, showed up bad, being made from wood alcohol and mixture of same with grain alcohol; also tincture of iodine was found to have been made in some cases with wood alcohol and a low percentage of the chemical. Soap liniment was in the same category. Samples had been secured from pharmacists in all sections of the city, showing the general tendency in adulterations of pharmacopoeial preparations. The Board of Health asked the assistance of all honest druggists in detecting and stopping this condition of affairs, and also in running down the party or parties who had put this bogus phenacetin on the market, since those parties were responsible for so many druggists being called to account by the Department of Health.

Commissioner Lederle said it made no difference to the health authorities where druggists got their phenacetin, so long as it was the pure article. He said he was not responsible for any distortions of the official report in the press. Mr. Searles asked for a copy of that official report and the same was promised. The conference was a pleasant one throughout, said Mr. Searles, and no doubt something good would come of it. He had seen the list of adulterators of many pharmacopoeial preparations, and the number of names of pharmacists prominent in the trade was astonishing, and if the list were published it would create a sensation.

Mr. Alpers asked if the committee had made any effort to have the Board of Health retract some of its statements, but Mr. Searles said that that could not be done until he had received an official copy of the Health Department's report.

Commissioner Lederle, according to the committee, said that the matter was up to the pharmacists, and he intended to continue along the same lines, and warned the druggists that no mercy would be shown to any one if he continued to adulterate, no matter what association he was a member of.

Mr. Alpers believed the trade should not remain under the accusations made, and he thought something should be done to place the matter in the right light before the public. He suggested that the members write articles for the press on the subject.

President Erb said that the matter could be looked into further by an independent chemist, who would be shown samples of the phenacetin collected by the department, and would be allowed to make his list there in the laboratory of the Health Department.

Mr. Hitchcock said he had had the opportunity of looking over the list of names of those charged with adulteration, and he was astonished and ashamed of his fellow pharmacists that they would be guilty of such gross adulterations and substitution.

The report of the special committee on the Board of Health was adopted.

Secretary Swann then called attention to the internal revenue controversy over the sale of calisaya and coca wine at soda fountains. He had sent a copy of the decision from Washington to the State Excise Commissioner, and the latter, he said, had dodged the question. It seemed to be the opinion of several members that the question of not being allowed to sell calisaya related only to those persons who did not have a \$25 United States license.

Resolutions passed by the New York Retail Druggists' Association on the Miles direct contract plan and serial numbering system were read by Secretary Swann, and after considerable discussion were adopted on motion of Mr. Searles, duly seconded. The chief part of the resolutions is the following:

Resolved, That the New York Retail Druggists' Association strongly protests against the action of the jobbers, and that we urge them to sign the contract, thus doing voluntarily what the pressure of the unanimous opinion of retail druggists will later compel them to do.

Secretary Swann called attention to the fact that certain drug and paint stores were still selling benzin, etc., to the loss of those who were living up to the law. The Committee on Trade Interests was instructed to bring the matter to the attention of the Bureau of Combustibles and to ask the bureau to have the law or regulations enforced without fear or favor.

An application for membership was received from Michael Rafter, of 343 Fourth avenue. It was referred to the Membership Committee.

The meeting then adjourned, at 11.15 p. m.

Druggists Held for Trial for Use of Methyl Alcohol.

The use of wood alcohol in the preparation of spirit of camphor and tincture of iodine by New York druggists has engaged the attention of the Department of Health for some time past. Samples have been gathered from 215 drug stores and 40 of them were found to contain wood alcohol. Two druggists have been arrested. One, Camille d'Agostin, of 2198 Second avenue, has been held for trial in Special Sessions, and the other, Carl Kohler, of 13 Third avenue, was examined last Friday in the Harlem Police Court.

Warning Against a Cigar Fakir.

We are asked by a subscriber in the West to expose the methods of a man whose game is selling cigars worth about \$17 a thousand for anywhere from \$25 to \$35. The swindler represents the cigars to be worth \$60 as part of a bankrupt stock which went at a sacrifice. He accepts a note for six months or a year in payment and then has the note discounted at the bank and is gone before the quality of the cigars can be tested. We are asked to warn our readers against having any dealings with the man.

Robert N. Harper, of Washington, D. C., has retired from the drug business, and sold his store, under the Metropolitan Hotel, to his clerks, Messrs. Stone and Poole. He has organized a banking firm and will, it is reported, be the president of the concern. Mr. Harper has been a successful business man, and is the proprietor of a popular headache remedy, known as cephalgine. He is the treasurer of the Washington Drug Exchange and is secretary of the Commissioners of Pharmacy of the District of Columbia. He will be greatly missed in drug circles.

BILLS AFFECTING PHARMACY IN THE NEW YORK LEGISLATURE.

Only Two Measures of Actual Importance—One Directed Against Use of Liquid Carbonic Gas.

The druggists' troubles at Albany have begun. There are only two measures so far introduced in the Legislature, however, that are causing much concern in the drug trade. One of these is Senate bill No. 229, introduced by Senator Armstrong, of the Fourth-fourth District, to prohibit the charging of soda fountains with carbonic acid gas in buildings used wholly or in part for dwelling purposes. The measure seeks to amend the penal code by striking out the provision in Section 389 of the Penal Code, which was passed last year. This provision follows: "Nothing in this section contained shall be construed to prohibit or forbid the manufacture and sale of soda water, seltzer water, ginger ale, carbonic or mineral water, or the charging with liquid carbonic acid gas of such waters or ordinary waters, or of beer, wines, ales or other malt and vinous beverages in such cellar, room or apartment of a tenement or dwelling house, or any building occupied in whole or part by persons or families for living purposes."

The Armstrong bill is in the hands of the Committee on Codes.

The other bill is that introduced by Assemblyman McManus (Assem. 348). Its ostensible purpose is to prevent fraud in the advertising of patent medicines, but its provisions are extremely broad, as will be seen from the following extract: "No conversation, letter, report, opinion, publication, or memorandum, or copy thereof, and no picture or illustration of any nature or description which represents the quality and effect, merits or demerits of any medical preparation, liquid or beverage shall be posted, published or circulated, unless the same shall previously have been examined, approved and certified by the Board of Health of the city, town or village in which the same is published or circulated, as a true and correct statement or representation, and unless the person alleged to have made a representation shall verify it under oath."

Violation of the proposed law is made a misdemeanor, and a fine of \$1,000 is imposed as penalty. The bill is in the Committee on Public Health.

Clark Bell's Medico-Legal Society has fathered a bill to secure purity of drugs and punish substitution. The bill, which was introduced by Assemblyman Bostwick on February 19, aims to prohibit the sale of defective, stale, or otherwise deficient drugs, and to punish persons who make substitution of another drug for the one called for by a customer. The bill provides that drugs likely to deteriorate in time must be marked with the date of manufacture, and with a statement showing the quality, strength and genuineness of the drug. A time limit must also be fixed after which the drug will be unfit for use.

Philadelphia College of Pharmacy

The fifth of the series of pharmaceutical meetings of the Philadelphia College of Pharmacy for 1902-1903 was held Tuesday, February 17, with E. M. Boring, a member of the Board of Trustees, acting as chairman.

Lyman F. Kebler, chief of the new drug laboratory of the United States Department of Agriculture, presented an address on "Inferior Drugs and Artful Methods of Deception." The speaker alluded to some of the causes affecting the quality of drugs, and then considered some of the practices of manufacturers and dealers in supplying inferior and adulterated products.

Dr. L. Napoleon Boston presented a paper on "The Collection of Urinary Sediments and Methods of Making Permanent Mounts." He said the time is coming when every pharmacist will be expected to be able to make microscopic examinations of urine, and in this connection recommended the preparation and study of permanent mounts.

M. I. Wilbert gave a *résumé* of the advances in pharmacy and allied sciences during the last three months. F. W. Hausmann gave some notes on syrups, and stated that the phenomenon of caramelization of syrups is apparent in syrups containing free acids and metallic salts.

On behalf of the donor, Dr. William J. Schieffelin, of New York, Professor Remington presented a specimen of very handsome crystals of cocaine hydrochlorate. Williams, Brown & Earl, of Philadelphia, made an exhibit of a number of slides by means of their new projection lantern with polariscopic attachment. In this connection Professor Remington showed

some colored lantern slides which he had received from Prof. Otto A. Wall, of St. Louis, these having been tinted by the Misses A. C. Boefer and C. A. Burkhardt.

Obituary.

GEORGE WHITE SLOAN.

George W. Sloan, M.D., Phar.D., who died at his home in Indianapolis, Ind., on Sunday, February 15, was born in Harrisburg, Pa., June 28, 1835.



At an early age he moved to Indianapolis with his parents. There he grew up, receiving the ordinary education given to lads prior to the establishment of the public school system. At the age of 13 he entered the drug store of his uncle, David Craighead, and passed through the usual experience of the apprentice during the fifties. In 1856-7 he attended the private school of pharmacy conducted by Edward Parrish, in Philadelphia, working in Mr. Parrish's drug store outside of his school hours. He also attended the Philadelphia College of Pharmacy and took the course in chemistry at the University of Pennsylvania. During the winter of 1856-7 he filed his application for membership in the American Pharmaceutical Association, the application being signed by Edward Parrish and S. C. Garrigues. He returned to Philadelphia in the fall of 1857 to finish the course, but the financial flurry that passed over the country that fall convinced him that his duty was to postpone the completion of the course, though Professor Proctor had told him that if it were not for the rule requiring a two years' course, he could graduate then. The Civil War followed soon after, and Doctor Sloan was busy furnishing hospital supplies for the 12,000 sick soldiers and prisoners who were in camp at Indianapolis.

Doctor Sloan received the honorary degree of Doctor in Medicine from the Medical College of Indiana; also the degree of Doctor of Pharmacy from Purdue University. He was elected president of the American Pharmaceutical Association in 1879, and was a faithful attendant at all meetings. He was at the time of his death a member of the Board of Trustees of the United States Pharmacopoeia.

Doctor Sloan was an active citizen of Indianapolis, having been prominent in the affairs of that city in numerous ways throughout his residence there. He was an active Mason, having received the honorary degree of the Thirty-third Ancient Accepted Scottish Rite. He had also been treasurer of Mystic Tie Lodge for 30 years. His services as a member of the board of vestry of Christ Church, of Indianapolis, as president of the Indianapolis Board of Trade, as president of the Indianapolis Board of School Commissioners, and as the secretary of the Indiana Board of Pharmacy up to the close of his life testify to his varied activity in public affairs, and his loss will be felt severely by his associates in the numerous organizations with which he was connected. He is survived by his wife and three children, two sons and a daughter.

Other Deaths in the Drug Trade.

BAUER.—In Louisville, Ken., on Monday, February 9, Samuel M. Bauer, president of the Peter-Bauer Drug Company, in the thirty-fifth year of his age.

BENGER.—In Manchester, England, on Wednesday, January 28, F. Baden Benger, at the age of sixty-three. Mr. Benger was a member of the Board of Examiners of the Pharmaceutical Society of Great Britain from 1874 to 1886. A number of preparations of the digestive ferments are associated with his name, among others being *Liquor Pepticus*, *Liquor Pancreaticus* and *Pulvis Pancreaticus Alkalinus*.

BRADFELD.—In Abilene, Texas, on Wednesday, January 21, Dr. Lewis H. Bradfield, in the fifty-sixth year of his age.

CHAPIN.—In Washington, D. C., on Sunday, February 8, Dr. Erastus M. Chapin, in the eighty-fourth year of his age.

COLEMAN.—In Richmond, Vir., on Saturday, February 14, H. A. Coleman, in the thirty-second year of his age.

DAVIS.—In Marion, Ind., on Thursday, February 5, John Davis, in the seventy-eighth year of his age.

DOEL.—In Toronto, Canada, on Sunday, February 15, William H. Doel.

FISH.—In Mechanicsville, Iowa, on Thursday, January 29, Harry D. Fish, in the thirty-second year of his age.

McMULLEN.—In Erie, Pa., on Monday, February 9, Dr. Andrew K. McMullen, in the sixty-fourth year of his age.

MOORE.—In Homer City, Pa., on Saturday, February 7, William I. Moore, in the fifty-fifth year of his age.

SCHLEY.—In Frederick, Md., on Sunday, February 1, Dr. Fairfax Schley, in the seventy-ninth year of his age.

THOMPSON.—In Troy, N. Y., on Sunday, February 15, William Augustus Thompson, of the firm of John L. Thompson, Sons & Co., in the sixty-ninth year of his age.

ANNIVERSARY MEETING OF THE KINGS COUNTY SOCIETY.

Twenty-fifth Birthday Celebrated—Miles Plan Indorsed and Jobbers Criticised.

The Kings County Pharmaceutical Society celebrated its twenty-fifth anniversary on Tuesday afternoon, February 10, in the new building of the Brooklyn College of Pharmacy. The regular monthly meeting was also held, President Oscar C. Kleine occupying the chair and Secretary Frederic P. Tuthill recording. The most important feature of the business session was the discussion and action taken on the N. A. R. D. direct contract and serial numbering plan. The anniversary was commemorated by addresses appropriate to the occasion, delivered by President John G. Jenkins, of the Williamsburgh Trust Company; William Davis, treasurer of the same company; William Muir, William C. Anderson, J. G. Wischerth, President Kleine and Secretary Tuthill. The speakers dwelt upon the growth and success of the society and college. The society was organized with but half a dozen members, but the membership to-day numbers some 500.

At the business session a communication was read from the New York Retail Druggists' Association, asking the Kings County Society to support the N. A. R. D. and the Miles plan. On the morning of that same day representatives of the jobbing drug trade of Manhattan had met in solid opposition to this plan and refused to adopt and enforce it. This action was made known at the meeting of the society and immediately called forth some very caustic remarks from some of the members present relative to this opposition on the part of jobbers. William C. Anderson declared that the jobbers weren't sincere; that they certainly could not be objecting against the additional expense entailed by the proposed plan, since they would be repaid many fold by securing more trade. He thought that the real motive behind the jobbers' action was that they did not care to be bound under contract and penalty, preferring to have a plan that could be evaded. Jobbers elsewhere, he said, had approved the plan proposed by the N. A. R. D., and they would not have done so had it really curtailed their profits. The jobbers wanted the Sterling Remedy Company's plan adopted because, he said, it increases the price to the retailer. The Doctor Miles Medical Company had had the courage to put the plan in effect, but had been turned down by the jobbers here. He said that the company could, if compelled to do so, deal direct with the retailer, thus ignoring jobbers. On motion of Mr. Anderson, President Kleine named a committee to confer with the New York Retail Druggists' Association regarding the plan. This committee consists of Messrs. W. C. Anderson, A. F. Douden, of the Bushwick Pharmaceutical Association, and William F. Maas, president of the East New York Pharmaceutical Association.

Treasurer Ray reported a balance of over \$5,000 in the college treasury, and \$2,000 in that of the society. One new member, Louis Blum, was elected, and several applications for membership were received. The Committee on Trade Interests made a gratifying report on the society's work of sending out circulars to physicians calling their attention to national formula preparations. The committee appointed to find out if the new regulations governing the storage and use of benzine, gasoline, naphtha, etc., allows druggists to handle these articles on payment of a license fee, reported that the law allows nothing of the sort.

The "Monthly Bulletin of the Bureau of American Republics" appears for January without any advertisements, the first issue devoted to "pure reading matter" in several years. This was in pursuance of a policy agreed upon at the Pan-American Conference in Mexico in 1902. Mr. Rockhill, the present director, has long been desirous of effecting this change, and his wishes are understood to have weighed heavily in bringing the conference to its conclusion to go out of the advertising business.

GREATER NEW YORK.

A. C. Yeomans, of Reid, Yeomans & Cubit, has returned from a pleasure trip to the West Indies.

R. W. Peter, of Arthur Peter & Co., the well-known Louisville proprietary firm, was in town last week.

W. Scott, of the wholesale drug house of John M. Scott & Co., Charlotte, N. C., was in the city a few days ago.

Dr. A. R. L. Dohme, of Sharp & Dohme, accompanied by Mrs. Dohme and Miss Dohme, sailed on Saturday, February 14, for a two months' trip in the Orient.

The Bushwick Pharmaceutical Association has decided to adopt the plan of sending to physicians epitomes of the National Formulary, similar to the system recently started by the Kings County Society.

Attractions at Palm Beach, Florida, are appealing to members of the local drug trade. J. M. Wing, of Wing & Evans, and John G. Steenken, of Battelle & Renwick, are among those who have gone South for a sojourn.

The Drug Merchants' Association at a meeting at W. B. Riker & Sons Company's elected E. D. Cahoon, of that firm, as president; George Ramsay, of the Hegeman Corporation, was made vice-president; J. Jungman, treasurer, and Oscar G. Kallish, secretary.

John P. Powers, N. Y. C. P. '93, who is the proprietor of the Somerset Pharmacy, in Plainfield, N. J., has won the first prize offered by the Rieger Perfumery Company, of San Francisco, for the best decorated window during the holidays. The second prize went to Crane & Wagner, of Chicago, and the third to Wischerth & Dozier, of Brooklyn.

At the regular match game of the Retail Druggists' Bowling Association, played at Starr's Alleys, Fifty-ninth street and the Circle, on Friday, February 13, against the Seabury & Johnson team, the R. D. B. A's won by 208 pins in three games. The association meets every Friday evening. The third Friday of every month is visitors' night, when all members of the trade in Greater New York are welcome participants.

Among the visitors to the local drug market during the past week or so were Samuel Korn, Arkville, N. Y.; C. L. Lush, Hempstead, L. I.; Thomas Dollber, Boston; M. E. Meyer, Milwaukee; L. N. Arler, Milwaukee; W. C. Burk, Philadelphia; E. M. French, Plainfield, N. J.; Alfred A. Booth, Liverpool; H. A. Williamson, Chicago; Wm. Van Buren, Centerville, Mich.; F. S. Stevens, Bridgeport, Conn.; Wm. C. Baur, Norwalk, Conn.; Wm. Sayles, New London, Conn.

Many retail druggists of Greater New York have been unable so far to get a reduction in the rate of fire insurance on their stores. The New York Fire Insurance Exchange some time ago complied with the request that the rate be reduced. It seems, however, that some rule of the exchange required that the old policies be returned within a certain time in order to get the reduction. Those who did not comply with this regulation will probably have to wait until their old policies expire to get the lower rate.

The annual meeting of stockholders of the General Chemical Company was held on Wednesday, February 18, at which James Speyer, of Speyer & Co., and J. Herbert Bagg were elected to the Board of Directors. The new board met on the following day and organized under the new by-laws approved at the stockholders' meeting. The active management of the company is now in the hands of the Executive Committee, which consists of the president, the first and second vice-presidents and the secretary. The following officers were elected: President, Wm. H. Nichols; first vice-president, Sanford H. Steele; second vice-president, Charles Robinson Smith; secretary, J. Herbert Bagg; treasurer and assistant secretary, James L. Morgan; chairman Executive Committee, Edward H. Rising. Under the new by-laws the Executive Committee will consist of Edward H. Rising, chairman; Wm. H. Nichols, S. H. Steele, Charles R. Smith and J. H. Bagg.

Election at the Drug Club.

At the annual meeting of the directors of the Drug Club, held on February 11, Jesse L. Hopkins, of J. L. Hopkins & Co., was unanimously re-elected president. This is the third time in succession that Mr. Hopkins has been chosen to fill that position, which in itself testifies to his popularity and to his active efforts in the interest of the club. Other officers elected were William S. Gray, vice-president; Harry Hall, secretary; Alexander Robb, treasurer. Committees were appointed as follows: Membership Committee.—G. D. Dorsey, H. Turrell and S. M. Money Penny. Finance Committee.—W. O. Allison, Wm. McCarroll and Geo. W. Irwin. House Committee.—W.

S. Ginnel, Hector M. Hitchings and W. H. Childs. The treasurer reported a balance on hand of \$2,301.51.

New members were elected as follows: W. Y. Westervelt, J. A. E. Turney, Julius Koehler, Chas. H. Luscomb, Geo. N. Gardner, Jr., I. H. Brainard, A. N. Lukens, J. N. Richards, N. Barwold, E. C. Jamison, W. H. Barrett, S. W. Wilder, Jr., all of this city; and E. A. Brewster, of Worcester, Mass.; S. T. Mather, of Chicago, and A. D. Smith, of Boston.

New York Retailers' Meeting.

A meeting of the New York Retail Druggists' Association was held on Thursday afternoon of last week. The principal matter discussed was the trading stamp evil. Secretary Kantrowitz was instructed to send a letter to members of the association warning those who give trading stamps that if they do not discontinue the practice the association will take further action to wipe out the evil. Members who persist in the practice may be expelled from the association.

In view of the activity of the Health Department in collecting samples of drugs, the members were cautioned to dispense only preparations that were fully up to the U. S. P. standard.

At the previous meeting of the N. Y. R. D. A. the committee appointed to wait on the Board of Pharmacy to get that body to discontinue cases pending against unlicensed clerks who were arrested on the charge of selling non-poisonous drugs, reported that they had conferred with the board, and the latter promised to consider the matter. The association also passed resolutions condemning jobbers for their action in turning down the N. A. R. D. contract plan and serial numbering system, and supporting the national organization.

Messrs. A. Bakst, Joseph Weinstein, Mr. Bockshitzsky and Chas. Bernstein were appointed a committee to arrange for the adoption of the plan to send out National Formulary epitomes.

Brooklyn Alumni Dine.

The annual dinner of the Brooklyn College of Pharmacy Alumni Association was held Thursday evening, February 19, in the new college building, on Nostrand avenue, and afforded many of the guests their first opportunity of inspecting the new structure. An attractive menu and plenty of good music served to keep the diners in excellent spirits.

Dr. Frederic P. Tuthill, the toastmaster, was in his happiest vein, and his introductions were frequently punctuated with applause.

Wm. G. Weygandt, president of the Alumni Association, responded for the Alumni of the Brooklyn College of Pharmacy. Dr. Wm. Muir told What an Alumni Association Can and Should Do for Its Alma Mater. He urged the members of the Alumni Association to do all in their power to aid the passage of the "prerequisite clause," which he said would be considered in 1904 and be enacted in 1905.

Prof. William C. Anderson, the dean of the faculty, appealed to the members of the Alumni Association to rally around the banner of the Brooklyn College of Pharmacy and march in the line which works for the upbuilding of the pharmaceutical profession.

William B. Green made a very humorous reply to the toastmaster's invitation to "say a few words."

The Commercial Man was ably responded to by William J. Carr, of Parke, Davis & Co.

I. V. S. Stanislaus, a graduate of the University of Illinois, and president of the post-graduate class '03, Brooklyn College of Pharmacy, won deserved applause for his address, which embraced a mass of solid facts stated with much force and eloquence.

W. E. Hurley, president of the class of '03 of the B. C. P., represented his class. Mr. Stage, '04, responded for the members of his class.

Dr. George Diekman telegraphed his regrets.

Among those present were Dr. John F. Golding, I. V. S. Stanislaus, Dr. Wm. Muir, Prof. W. C. Anderson, Frank Goetz, Wm. Harloe, Adrian Paradis, Fred. Welger, Dr. Jos. Kahn, Dr. Wells, Dr. Walter Bryan, Dr. D. C. Mangan, Andrew Myrrh, Dr. F. G. Weygandt, Chas. H. Paradis, Dr. Chas. Nathan, W. E. Hurley, president '03; Otto R. Gilbert, Julius Muller, '03; George F. Marsh, Horace B. Porter, W. A. Weygandt, Prof. A. P. Lohness, Thos. F. Raymour, treasurer '03; John Bruckmann, Walter Wallace, Walter S. Walton, Wm. G. Meister, Donald B. Sterritt, Hon. Michael Nathan, Judge Wm. B. Green, Jas. N. Merritt, William J. Carr, John J. Doran, Alex. Braunstein, Chas. F. Davis, L. Pamphilon, Thos. J. Paes, James Klein, J. E. Renton, David Strong, Robt. R. Lampa, Chas. S. Rosenberg, Chas. A. Hillis, H. B. Hutchinson, Arthur H. Hotte, Dr. Joseph L. Mayer.

WESTERN NEW YORK.

Busy Times in the Drug Stores—The Direct Contract Plan Works Well—University Week—Correcting Student Extravagancies.

(From our Regular Correspondent.)

Buffalo, February 19.—The Buffalo retail druggists are mostly calling trade better than it was, which means that it is very good. The demand covers all departments, without being heavy enough in any one line to indicate anything wrong in the general health. It looks pleasant to see the proprietor, who is supposed to be attending to the fine work of the place at his desk, obliged to spend a part of his time behind the counter, and it is one of the little episodes that he does not feel like complaining about, somehow. He mostly likes to be busy that way.

The success so far of the direct contract plan of keeping a uniform price on proprietary medicines is attracting much attention among the Buffalo retailers. All take to the idea and there is as yet no complaint of failure. Of course, the main point is that if a mere signing of the papers sent out will hold the trade in that specialty in line the same can be repeated indefinitely and it will not be long before it will be carried further. The plan seems simple enough and it is odd that it has not been hit on before. The Erie County Pharmaceutical Association is making itself sponsor for the undertaking, but it is really an individual matter so far as carrying it out is concerned.

THE BUFFALO COLLEGE OF PHARMACY

is giving its extra time to the promotion of University Day, which is rather a new idea in that institution. The day selected is in Washington's Birthday week, February 23, which begins with exercises at the Star Theater at 11 a.m., the chief feature of which is an address by Professor Willetts, of Chicago University, after which there will be a faculty luncheon at the Genesee Hotel. The students are entering with zest into the proceedings and will march to the theater in a body behind a brass band. Some day, when the University has a good endowment, it will be remembered how the observances, one after another, found their way on the calendar and were clung to as evidence of faith as well as an expression of the works that a scholastic body is capable of without the millions that the modern university must possess before it is commonly supposed to be able to teach the youth of the land anything beyond the merest rudiments.

REVISING THE MANNERS AND CUSTOMS OF THE STUDENT BODY

The faculties of the University of Buffalo appear to be taking the lead in a direction that it might be well for not a few of the fraternity-ruled institutions to imitate. It some time ago became evident that the student body of the school was taking more liberties than was good for the reputation of either student or professor, so a committee of the various faculties, under the name of the Board of Control, was appointed for the purpose of looking into all proceedings of the students of a public character. Somehow there was no rebellion on the part of the students, for it seems that the faculty proceeded in a very judicious manner and soon won the good will and even the co-operation of the students, though sometimes steps so radical were projected that an appeal had to be made to the various faculties to make sure that they would second them. Already some undesirable features in the college annual, the Iris, have been corrected, and an abuse in the glee club has been weeded out, and the next step is to be in the direction of the football eleven, which is usually a very solid aggregation. There have been no hazing outbreaks of late and the "dents," "medics" and "pharmics" are pretty nearly a happy family again.

DELAYS IN PHARMACOPEIAL REVISION.

It appears that the interruptions in the work of revising the Pharmacopœia have had a very retarding effect on the work. Especially confusing has been the death of the chairman and others of the members, but a committeeman, who has been on this work a number of times, says that reorganizations have taken place from time to time, so that the work has proceeded fairly well, and though not as yet up to former dates, there will be no serious delay, unless new complications arise.

NEWS NOTES.

David M. Cowan, of the Buffalo wholesale firm of Plimpton, Cowan & Co., is still quite out of health and will take a trip south as soon as arrangements can be made.

The Buffalo Pharmacists' Social Club will give its third

annual ball February 23. A large attendance is promised, this being one of the great occasions known to the city druggist of all ages and excuses for being.

The Buffalo Druggists' Bowling Club was beaten by the Unions of the city in the first game, but there will be a return game in a week or two, when the compliment is expected to be returned.

MASSACHUSETTS.

Golden Jubilee of the M. C. P.—Organization Work Progresses in Boston—Legislation Involving the Drug Trade—A Soda Water Bill—Phi Chi Initiations.

(From our Regular Correspondent.)

Boston, February 18.—Arrangements are under way so that the fiftieth anniversary of the incorporation existence of the Massachusetts College of Pharmacy shall be fittingly celebrated. A committee was recently appointed by the trustees, consisting of Messrs. Wheeler, Sawyer and Godding. The Alumni Association was invited to co-operate and also appoint a committee, which request met with immediate compliance, the committee being made up of Doctor O'Brien, Doctor Piper and Mr. Guild. A joint meeting of the two committees has already taken place, at which it was voted to observe the anniversary in conjunction with the commencement exercises of next May. A banquet will be one feature of the occasion. The committee will probably recommend to the trustees that some honorary degrees be granted in commemoration of the event. The faculty will also take up the subject this week and aid in the movement.

N. A. R. D. ORGANIZERS PRESS THE GOOD WORK.

Messrs. Hoffman and Stamm are rapidly pushing the N. A. R. D. movement in this city and vicinity. The druggists of South Boston have had an organization for some time, but recently they voted to enroll under the N. A. R. D. banner, and the branch will be known as Auxiliary 3. The officers are: President, C. P. Flynn; vice-president, J. T. Jones; secretary, John J. Tobin, and treasurer, Herbert W. Buckley.

Last week an association of Dorchester druggists was formed, known as Auxiliary 4. It is officered as follows: President, F. W. Archer; vice-president, J. A. Connolly; secretary, C. E. George; treasurer, Mr. Tripp, and chairman of the Executive Committee, R. H. Billings.

The retailers of Chelsea have also organized and will be officered by: President, C. W. Freeman; vice-president, J. B. Maismith; secretary and treasurer, C. A. Tibbetts. Schedule Committee, J. M. Ames, C. W. Freeman and W. A. Perkins.

On the 16th Doctor Hoffman brought the druggists of a part of the Back Bay, South End and Roxbury districts together and formed Auxiliary 2. These officers were elected: President, William D. Wheeler; vice-president, William F. Sawyer; secretary, Irving P. Gammon; treasurer, Lyman W. Griffin. The above and Gordon Parker comprise the Executive Committee. To-day Doctor Hoffman has an engagement with the druggists of Southeastern Cambridge and Somerville, and expect to form another association in that district.

DRUG LEGISLATION.

In recent years the drug trade has had much to do at the State House, and this year is to be no exception to the rule. A bill has been introduced making it unlawful for any person not a registered pharmacist to use as a prefix or suffix to his name any word, sign or letters meaning or indicating pharmacist, registered pharmacist, graduate in pharmacy, pharmaceutical chemist, botanical druggist, apothecary, chemist or druggist. The penalty is a fine of \$25 to \$100, or three months' imprisonment.

Another bill aims to change Section 10 of Chapter 76 to read as follows: "There shall be a Board of Registration in Pharmacy, consisting of five persons, residents of the commonwealth, who shall be skilled pharmacists, and shall have had ten consecutive years of practical experience in the compounding and dispensing of physicians' prescriptions, and shall be actually engaged in the drug business. Not more than one member shall have any financial interest in the sale of drugs, medicines and chemicals, and the compounding and dispensing of physicians' prescriptions in the same councillor district. One member of said Board shall annually in September be appointed by the Governor, with the advice and consent of the council, for a term of five years from the first day of October following, and no person shall serve as a member of said board for more than five consecutive years."

A SODA WATER BILL.

A predicted measure is the bill aimed to prevent the carbonating of beverages. The gist of the measure follows: "Whoever manufactures liquid or compressed air or gases, except gases used for illuminating purposes, or other articles of which such substances are a component part, in any building used in whole or in part as a dwelling, shall be punished by fine not exceeding \$500, or by imprisonment not exceeding one year." A freak bill requests that patent or compound medicines containing more than 1 per cent. of alcohol shall not be sold. A hearing has been held on the bills to establish a drug department of the State Board of Health, and to prevent deception in the sale of linseed oil. The petitioners do not object to the sale of spurious oil provided it is marked to indicate its real character.

INITIATIONS IN THE PHI CHI.

The seniors at the M. C. P. have been raising high jinks in initiating juniors into the Phi Chi Fraternity. One evening recently they tramped two of the "would be's" about town, one with a big "Wisdom" ad placard adjusted to his broad shoulders, the other with a foot square March calendar fastened to his back, and with faces daubed with vari-colored paint. Obeying instructions, they entered a nearby pharmacy and with solemn expressions slowly counted out eight pennies in payment for two small packages. The gaze of the grinning clerks followed them to the door. No sooner had they reached the further curb than they tore open their small cube-shaped bundles, and with trained newsboy accent began distributing their sheets of "evenin' papees" to the big throng that had gathered.

BAY STATE JOTTINGS.

F. E. Gaylord's store, corner of Washington and Union Park streets, was recently damaged by fire to the extent of \$50. Cause unknown.

Mayor Dean, of Malden, was only recently able to put in his first appearance at City Hall since early in December, when he met with an accident by falling on ice.

The druggists of Gloucester are in a state of anxiety over reported purchases of drugs by representatives of the Watch and Ward Society. They claim that if the drugs are adulterated it is through no act of theirs.

A female forger was arrested in Cambridge recently. The charge against her is the forgery of a check on a Great Barrington druggist named Harper, and the utterance of the same on Druggist James A. Bird, of Cambridge.

Arthur L. Green, of Manchester-by-the-Sea, was fined \$100 in the Salem Court February 14 for violation of the liquor law. On the same day Joseph E. Harris, of Salem, was fined \$20 for acting as a druggist without a license. This prosecution was made by the Board of Pharmacy.

The Drug Clerks' Union of Springfield has just elected these officers: President, Harry F. Cook; vice-president, Marshal R. Johnson; treasurer, Thomas F. McCarthy; recording secretary, W. W. Bradbury, and financial secretary, F. J. Callahan. A committee was appointed to confer with proprietors regarding working hours.

NEW ENGLAND NEWS.

The store of Arthur Trudell, of Middlebury, Vt., was destroyed by fire on February 3.

The license for druggists under the new Vermont law will be \$10.

The A. Collins Stewart Company, organized at Portland, to deal in pharmaceutical goods. The capital stock is \$10,000, of which nothing is paid in; par value \$10. The promoters are A. Collins Stewart, Boston; Frank D. Marshall and N. L. Morse, Portland. Frank D. Marshall is president and A. Collins Stewart is treasurer.

The Interstate Medical Association, organized at Portland, to deal in pharmaceutical and other preparations. The capital stock is \$10,000,000, of which nothing is paid in; par value \$10. The promoters are C. T. Willard, E. E. Cox, New York; George F. Gould, John T. Fagan, B. M. Welch, Portland. John T. Fagan is president and George F. Gould treasurer.

The following concerns were recently incorporated at Augusta, Maine: The St. Bernard Chemical Company, organized at Saco, to deal in chemical and pharmaceutical products. The capital stock is \$10,000, of which nothing is paid in; par value, \$100. The promoters are Edward W. Cate, Boston; Henry K. Gates, Lowell, Mass.; Phillip C. Tapley, Saco. Edward W. Cates is president and Phillip C. Tapley treasurer.

PENNSYLVANIA.

Careful Supervision of Drug Legislation—Good Work of the P. A. R. D.—The Big Euchre a Great Success—Miles' Goods in Demand—The Union Drug Co. a Success.

(From our Regular Correspondent.)

Philadelphia, February 18.—Never in the history of the drug trade in this city has there been as much attention paid to legislation as there is at the present time. While the retailers and wholesalers are somewhat reticent in regard to talking about what is being done, it is nevertheless the fact that all bills that in any way pertain to the drug trade that come up before the present Legislature are carefully gone over by men who have been appointed to do all that is in their power to prevent any adverse legislation. The manner in which the State appointments relative to the drug trade have heretofore been made have aroused the druggists and they are endeavoring to effect such a change that hereafter no bill of a character pertaining to the drug trade will be acted upon without first having the approval of the prominent men in the drug business. Governor Pennypacker is more in harmony with the drug trade than any of his predecessors, and as he seems to be free from political domination, it is likely that hereafter all appointments will be made in the interests of the drug men and not of the politicians.

THE P. A. R. D. DOING GOOD WORK.

Since the Philadelphia Retail Drug Association has been in operation in this city there has been a considerable amount of good work done. This association, however, goes along in a quiet way and many things are accomplished which are not credited to it. Most of the schemes, however, are planned by prominent members and they are carried out in such a way as not to give the impression that the association is taking any hand. During the last few months there has been a revival of interest in this association and there is hardly a prominent druggist in Philadelphia who is not a member of the organization. So far nothing has been done in regard to the plan of regulating the price of proprietary articles. However, the committee which has this in charge is going ahead and it is said they have made considerable progress.

PROGRESSIVE EUCHRE OF THE P. A. R. D.

On Thursday last the fourth annual progressive euchre and dance of the Philadelphia Association of Retail Druggists was held in Mercantile Hall, Broad street, above Master. There were a number of handsome and useful presents, the lady's first prize being valued at \$100 and the gentleman's first at \$175. This was the most successful entertainment the association has ever given. The affair was in the hands of the following committee: C. W. Shull, chairman; H. J. Siegfried, vice-chairman; W. H. Sutton, secretary; H. A. Nolte, treasurer; W. E. Supplee, W. Bell, John D. Burg, John J. Kelley, W. H. Gano, O. W. Osterlund, Otto Kraus, J. A. Eberly.

A DRUGGIST CENSURED.

On December 22 Coroner Dugan censured W. H. Rickett, a druggist, at Nineteenth and Dickinson streets, for laxity in prescribing for persons and in dispensing medicine. At the inquest Mr. Rickett testified that Ellen Renahan, who is 9 years old and the sister of the dead girl, Mary Renahan, 12 years old, came into the store and asked for something that was good for a cold. He gave her chloride of potash and directed her to tell her mother to dissolve a teaspoonful of the drug in a cup of water. On the way home Ellen forgot the instructions and her sister swallowed two large doses of the potash. Convulsions resulted and the physician was unable to save the girl's life. Coroner Dugan informed Mr. Rickett that he had no right to prescribe for a person whom he had not seen and furthermore said he was negligent in not supplying written instructions with the potash.

A PHI CHI DINNER.

The Phi Chi Fraternity of the College of Pharmacy held its annual banquet last week at the Flanders. There were thirty-five members present. Professor Remington acted as toastmaster. Speeches were made by Mr. Montgomery, Mr. Banford, Mr. Smith, Mr. Delambest and Professor Low.

AN ACTIVE CITIZEN.

Mahlon N. Kline, of the firm of Smith-Kline-French Company, is not only one of the leading wholesale druggists in this city, but takes a prominent part in all affairs pertaining to the welfare of Philadelphia. He is secretary of the Busi-

ness Men's Commercial Interests of the city and on February 11 he read to District-Attorney Weaver, who on the following Tuesday was elected Mayor of this city, resolutions passed by the business men on January 9. In the letter it was stated that this committee "stands ready to co-operate with you upon any line of effort in which you may feel that their aid and counsel might be of service, and feels sure that they can confidently count upon coming to you at all times for conferences upon any matter relating to the welfare of the beloved city."

HOW THE MILES PLAN WORKS.

There seems to be considerable dissatisfaction among the retail druggists in relation to the Miles plan. Although there has been some modification of the original scheme, there are some hardships experienced in carrying out all the details. The wholesalers state that they are complying with the terms of the agreement and for the present there is a big demand for Miles' preparations. It is believed, however, that this will be short lived and a change will have to be made if the manufacturers of these goods are desirous of maintaining a market for their wares.

PLASTER MAKERS BOWL.

The J. Elwood Lee Bowling Team has had the conceit taken out of it by the J. & J. Bowling Team. On February 14 they went to New Brunswick to play a series of four matches with the J. & J. Team. Previous to the games they were willing to bet all kinds of money on the result, and the consequence was if it were not for the generosity of their opponents they would have had to do the theatrical act and walk home. The Lee team was composed of the following: J. Elwood Lee, Mr. Hern, Mr. Paulson, Mr. Wells and Mr. Wright. The J. & J. Bowlers were McCormick, Stevens, Carberry, Cary and Morris. The four games were won by the J. & J. Team by a total of 3,228 pins against 2,941 for the Lees. After this match a scrub match took place between two teams, one captained by D. E. Bransome and the other by Mr. De Lacour. Both these matches were won easily by the J. & J. scrub team, and the Conshohocken rivals hied themselves to the woods. After the matches the Red Cross Bowlers tried to make amends by entertaining the visitors at the Mansion House in regal manner.

THE UNION DRUG CO. PROSPERS.

The officers of the Union Drug Company are very much pleased with the showing the corporation have made since they have been in running order. While there is not much talk indulged in all the properties that have been secured have been improved. At the present time the company have seven drug stores in full operation. On the first of next month another one is to be added to the list, and within a few weeks after it is likely that three more will come into the Union. The officers of the company are now negotiating for the acquisition of three more and plans have been laid for the locating of a new store in the business section of the city. The company now conduct the following stores: Ridge avenue and Tenth street, Fifteenth and Toga streets, Twelfth street and Fairmount avenue, Fifteenth and Tasker streets, Fifth street and Indiana avenue, Fourth street and Huntingdon and Sixteenth and Cayuga streets. They are fitting up a new store at Thirty-third and Spring Garden streets. This store is being converted into the most up to date drug store in the city. An innovation in the fixtures has been made and it is proposed to make it not only attractive, but to be one of the best equipped drug stores in Philadelphia. The company state that the business has far exceeded the most sanguine expectations and that receipts have run far ahead of what had been figured upon.

The Kentucky Board.

Covington druggists last month entertained the Kentucky State Board of Pharmacy, for whose entertainment arrangements were made by E. L. Pieck. As at present constituted, the board is composed of C. H. Diehl, president, Louisville; C. L. Porter, vice-president, Somerset; J. R. Stormes, treasurer, Louisville; J. W. Gayle, secretary, Frankfort, and E. L. Pieck, director.

Of the class of 20 examined last month, the following were successful: John D. Clark, Louisville; B. W. Ebner, Frankfort; W. J. Johnson, Mayfield; W. A. Lafferty, Canmer; James M. Riffe, Covington; W. A. Craig, Clinton; J. R. Gatewood, La Grange; Miss B. R. Mann, Covington, and H. H. Meschendorf, Cincinnati. The next meeting will be held in Louisville April 14.

OHIO.

A Druggist Mass Meeting to Discuss Telephone Matters—The Euchre a Great Success—Both Pleasant and Profitable.

(From our Regular Correspondent.)

Cincinnati, February 19.—A mass meeting of the members of the Ohio Valley Druggists' Association will be held February 23 to consider the telephone question, which has been a matter of discussion by members of the organization for several months past. The purpose of the present agitation is to compel the Bell Telephone Company either to continue in the use of the present nickel-in-the-slot arrangement, with the \$25 annual guarantee, or to adopt the system in use in Cleveland, where the druggist gives no guarantee and receives 25 per cent. of the amount that is deposited in the machine, while he himself has the free use of the service. The proprietors of most of the large drug stores of Cincinnati favor the adoption of the Cleveland plan, while the smaller concerns favor the present system. There have been a large number of conferences of members of the Governing Board of the Ohio Valley Association with the officials of the telephone company, but no satisfactory conclusion has been reached, and the matter has been dragging along from month to month without definite action being taken. The telephone company has within the past six months instituted a number of reforms in the slot machine service, and many of the druggists violently oppose the proposed changes. There is only one telephone company in Cincinnati, and nothing has thus far developed from the current rumors of an independent company to be established. Druggists are entirely at the mercy of the telephone monopoly, and must submit to any changes ordered by the management. Considerable feeling has been aroused over the ruling of the company, but the Governing Board of the Ohio Valley Association confidently expect that some satisfactory arrangement will be agreed upon before the end of the month. The matter was discussed by the Board of Control of the Ohio Valley Association at the regular meeting February 2. A new and particularly exasperating phase of the situation is a ruling that the druggist must pay 5 cents every time he telephones to a wholesale house for supplies. The whole subject was laid over till the next meeting of the association as a whole, which will be held Tuesday, February 23. At this meeting some definite plan of proceeding against the telephone company, unless concessions are made, will be agreed upon. Most of the present contracts expire on May 1, at which time new and offensive contracts will be enforced.

THE EUCHRE A GREAT SUCCESS.

The euchre and dance given for the entire membership of the Ohio Valley Druggists' Association at Odd Fellows' Hall on the evening of January 30 was so great a success that it is altogether likely that another entertainment along the same lines may be soon arranged. The total attendance was nearly 600, and handsome prizes were distributed to the winners of the euchre games as follows:

Ladies: First prize, Miss Henrietta Schroeder; second prize, Mrs. Draper; third prize, Miss Roewer; fourth prize, Mrs. S. B. Marvin; fifth prize, Miss E. Murray; sixth prize, Mrs. H. Beck; seventh prize, Mrs. Roewer; eighth prize, Mrs. Dr. Gear.

Gentlemen: First prize, William Salt; second prize, George Budde; third prize, E. J. Story; fourth prize, George Guesle; fifth prize, Joseph Schneider; sixth prize, George S. Diehl; seventh prize, Al. Schwartz; eighth prize, Robert Herbstreit; ninth prize, Charles W. Murray.

The sum netted as a result of the entertainment was \$300, after all expenses had been paid, and not \$2,000 as stated in the local newspapers.

MINOR NEWS OF THE TRADE.

H. J. Ratje has purchased the Schwartz pharmacy at Carthage.

W. L. Miller has purchased the store of W. C. Lakmap at Seventh and Linn streets.

W. E. Salt has removed to 208 Broadway, and under his direction extensive alterations have been made in the old building at that number.

Cincinnati friends are showering congratulations on Wilnot J. Hall, the well-known druggist, who was recently married at Milwaukee, Wis., to Miss Elizabeth Woods, formerly of Cincinnati. Mr. Hall is arranging to vacate the premises he occupies at Fourth and Walnut, as the building is shortly to be razed to make room for a skyscraper to be erected by a local bank. He has not yet secured a site in the business district, but has several places in view.

ILLINOIS.

Moving Against the Sale of Cocaine—Proprietary Remedies Containing Cocaine Being Analyzed—Nominations for the Board—Danger from Nitric Acid Fumes—Decision Against Telephone Co. Reaffirmed.

(From our Regular Correspondent.)

Chicago, February 16.—The sessions of the February Grand Jury began to-day, and as it is openly charged that the sales of cocaine are as big as ever, it is expected that a fresh crusade will be begun and that another batch of indictments against druggists will be returned. The evidence which will be presented has been collected by the State Board and by the Chicago Retail Druggists' Association. The action taken in this city is to be taken up elsewhere at once. Wilhelm Bodemann laid the situation before Governor Yates recently and secured a promise that the various State's Attorneys would be instructed to lay the matter before the grand juries of their respective counties. The Legislative Committee of the State Board will probably recommend before long that two amendments to the law regarding the sale of cocaine be made. One will make it the duty of the State Board to see that the law is enforced and the other will provide for the forfeiture of licenses of druggists guilty of violations. A number of compounds, so-called, which are supposed to consist almost entirely of cocaine, have been secured and are being analyzed by chemists employed by the State Board.

The list of those nominated by the Executive Committee of the Illinois Pharmaceutical Association for places on the State Board, to be voted upon by registered pharmacists, has been given out. Each druggist is entitled to vote for five on each list. The names of those who are nominated are given below, the number given referring to the Congressional District represented: (1) G. H. Adamich, (2) W. Bodemann, (3) B. S. Cooban, (4) John Dietz, (5) John J. Chwatal, (6) Charles A. Thayer, (7) Otto J. Hartwig, (8) R. W. Hartwig, (9) Wm. T. Klenze, all of Chicago; (10) Geo. P. Mills, Evanston; (11) H. J. Baumann, Dundee; (12) C. G. Bodman, De Kalb; (13) E. E. Haller, Forrester; (14) W. G. Ullmeyer, Rock Island; (15) George A. Anthony, Kewanee; (16) J. E. Huber, Peoria; (17) John V. Garver, Bloomington; (18) W. F. Baum, Danville; (19) M. F. Stacy, Tuscola; (20) E. J. Frost, Winchester; (21) Frank R. Milnor, Litchfield; (22) A. O. Kring, East St. Louis; (23) C. F. Prickett, Centralia; (24) B. F. Michels, Albion, and (25) P. M. Post, Murphysboro.

Wilhelm Bodemann is the member whose term is to expire December 30. It will be noticed that he is nominated in the list. If he is reappointed it will, of course, be an indorsement for the hard work he has done.

ADVISORY COMMITTEE, UNIVERSITY OF ILLINOIS.

For member of the Advisory Committee of the department of Pharmacy, University of Illinois, these nominations have been made:

(1) Albert E. Ebert, (2) Geo. A. Graves, (3) Fred D. Peirce, (4) J. A. Kaerwer, (5) Emil Behrens, (6) Geo. Ackerman, (7) W. H. Brown, (8) H. Brunn, and (9) Andrew Scherer, all of Chicago; (10) B. A. Tyler, Evanston; (11) Arnold Thies, Wheaton; (12) A. J. Campbell, Mazon; (13) Robert L. Hall, Apple River; (14) G. M. Thompson, Colchester; (15) Geo. C. Bartels, Camp Point; (16) Ferd C. Pauley, Pekin; (17) Ralph F. Bradford, Pontia; (18) J. J. Schubert, Kankakee; (19) H. D. Oldham, Urbana; (20) W. H. Garrison, Pearl; (21) L. O. Deck, Girard; (22) Henry Steingoetter, Belleville; (23) Wm. Florin, Altamont; (24) Guy F. Stonemetz, Mt. Carmel; (25) Charles E. Robertson, Sparta.

STORAGE OF ACIDS.

An agitation to prevent the storing of large amounts of nitric acid in wholesale drug houses has been begun as a result of the deaths of four firemen and the serious illness of 12 others as a result of breathing acid fumes during a fire in Milwaukee. Chief Musham, of the Chicago Department, wants an ordinance passed prohibiting the storing of large quantities of acid in any building. Firemen want wholesale drug houses to furnish charts showing where acid is stored. A local physician in a published letter says the wrong antidotes are usually used. He declares that it is the custom to administer magnesia, oils and emollients and that a funeral usually follows. He urges the use of ammonia carbonate, followed by drinks, preferably milk. Bicarbonate of soda or potash, he says, might be given as a substitute for the ammonia salt.

TELEPHONE PEOPLE LOSE SUIT.

A second victory has been scored by the Illinois Manufacturers' Association in its suit against the Chicago Telephone Company. The association started the fight in October, 1901, demanding that \$125 be made the maximum rate for telephone service. Judge Tukey issued a permanent injunction against the company, restraining them from charging more. The Appellate Court now upholds this finding. The case will be carried to the Supreme Court. It was largely on account of this suit that so many slot machines were put in drug stores. If the action had not been started druggists would still have been paying high rates.

JUDGE'S QUEER DECISION.

John Small, a constable, sued the Chicago Telephone Company recently for a nickel which he had put in a slot 'phone. He did not get his number, neither could he get back the money. "It remains to be shown," decided the wise Justice, "that your money was really in the possession of the company. It was held up in the machine. The best way to recover it in such a case is to take a hair pin and extricate the coin yourself. That is my way."

THE D. D. D. SOCIETY.

which is composed of doctors, druggists and dentists, will hold its second annual banquet to-night (February 16) at the Lessing Clubhouse, 447 West Taylor street. H. Shapero is to act as toastmaster, and among the speakers will be Dr. G. Frank Lydston, Dr. C. Rowley and H. A. Antram. The purpose of the society is primarily scientific discussion and social intercourse among members. The officers are as follows: President, Dr. M. Meyerowitz; first vice-president, Dr. E. Kargan; second vice-president, Dr. A. Spare; recording secretary, Dr. M. L. Aren; financial secretary, S. Aronson; treasurer, Dr. G. M. Silverberg. The membership is constantly increasing and the scope of the society is being broadened.

CHICAGO NEWS NOTES.

The State Board of Pharmacy will meet in Chicago February 23.

J. J. Prince, North and Kedzie avenues, has sold his store to Dr. Charles H. Hibbe, of Kensington.

R. H. Hanke, after being out of business three months, has bought out W. T. Mason, on North Clark street.

William Katzenberg has sold his store, at Forty-fourth and Halstead streets, to D. W. Wilson, who will have Charles M. Ward for manager.

Dr. Pacificus B. Porter, a veteran physician, dropped dead February 9 in the drug store at Sunnyside avenue and East Ravenswood Park.

It is reported that Dr. C. L. Clancy has purchased a lot at Clark street and St. Lawrence avenue, and that he will erect a store and flat building. It is believed that he will resume business in the corner store.

Mrs. Jeanette King bought a small amount of carbolic acid February 10 in Buck & Rayner's drug store. She at once put the bottle to her lips and began to drink its contents. A clerk knocked the stuff out of her hands and summoned physicians. The woman died in a short time. She lived at 318 Jackson boulevard.

Every effort is being made to have the conference banquet in the Fourth Auxiliary District a notable affair. It is to take place March 24. It will be in honor of the patrons and medical friends of the druggists. There are several important matters which will be presented for the doctors' consideration.

STATE NEWS.

J. B. Dougherty, of Muscatine, Iowa, is dead.

H. N. Gilmore, of Vinton, Iowa, has been succeeded by Gilmore & Ullum.

J. F. Coulson, of Logansport, Ind., was one of the recent visitors to Chicago wholesale houses.

F. F. Fritts has purchased Paul Carnahan's store, at Earlville, Ill.

C. W. Prindle has bought out E. B. Ransom & Son, at Belvidere, Ill.

E. J. Finehart, whose stock and building were destroyed recently by a fire, at Bristol, Ind., has purchased the Knickerbocker store, at Elkhart, Ind.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, February 21, 1903.

THE volume of business continues of satisfactory proportions, the jobbing houses being kept more than ordinarily busy in the execution of orders contributed from a wide section of country. The continued absence of movements of a speculative character reflects the steadiness of the market as a whole and current buying is characterized by a healthy conservatism based upon the filling of present requirements and anticipated needs. Dealers accordingly feel encouraged by the situation and a cheerful feeling generally prevails, the reports from all quarters being of a decidedly hopeful tenor in regard to the prospects for a good volume of business and a profitable range of values during the first half of the year. The upward tendency in opium values commented upon in our last issue has culminated in a sharp advance in price, which is firmly maintained, despite an absence of important demand. Readers of this department have been kept fully informed of the advancing tendency in cod-liver oil and they have not been taken unawares by developments in the local market which have brought the extreme outside figure quoted in our last issue to the inside range, and the position of the article shows steadily increasing strength, with local holders offering with reluctance and in small quantities only. Transactions in quinine have been rather more numerous in the interval and the market shows more firmness, though prices are not quotably higher. The price changes of the fortnight are noted in the review that follows:

HIGHER.

Minor quinine salts,
Opium,
Coca leaves,
Damiana leaves,
Codliver oil,
Simaruba bark,
Bergamot oil,
Lavender oil,
Rosemary oil,
Gentian root,
Yerba santa herb,
Gum thus,
Orange oil,
Japan wax,
Blue vitriol.

LOWER.

Menthol,
Gallic acid,
Caffeine,
Buchu leaves, short,
Lycopodium,
Canary seed,
Epsom salts,
Phosphoric acid.

DRUGS.

Alcohol is maintained by the combined producers at the limit of \$2.43 to \$2.45, the inside price being for lots of 10 barrels. Wood continues held and selling at the range of 65c to 70c for 95 and 95 per cent., and Columbian spirit at \$1.20 to \$1.50.

Balsam copaiba has sold freely during the interval, Central American receiving the largest share of attention, and quotations are steadily maintained at the range of 37½c to 40c for the variety named, and 45c to 50c for Para.

Balsam fir, Canada, has continued quiet, but the quotation of the market is unchanged, \$3.15 to \$3.60 representing the range; Oregon is inactive at our quotations, or, say, 65c to 75c.

Balsam Peru is not quotably lower, but buyers are not disposed to purchase heavily at the present range, and as holders are not inclined to urge the distribution by price concessions,

few sales of consequence are reported at the quoted range of \$1.05 to \$1.10.

Balsam tolu is held and selling in moderate quantities to the trade at the range of 29c to 30c.

Buchu leaves, short, are fractionally lower in sympathy with weaker reports from primary sources, and 27c to 29c is now named by local dealers, as to quality and quantity.

Cacao butter is quiet, with 28¼c a general quotation for bulk, and several sales are reported at this figure, though it is intimated that a firm bid of 28¼c would probably be accepted for round lots.

Caffeine is a trifle irregular and unsettled, owing to rumors of cutting on the part of some manufacturers, and sales at less than \$3.00 per lb.

Cassia buds continue inactive, but there appears no pressure to realize at anything under 21c to 22c.

Coca leaves show an advancing tendency, and spot quotations for Truxillo have already been advanced to 18c to 20c in consequence of strong advices from primary markets.

Codliver oil has met with considerable attention since our last and local holders display increasing firmness, though the business passing is comparatively light, buyers being disposed to limit their purchases to quantities within the limits of immediate requirements. The prospects for next season's catch of fish are not encouraging, the fishing so far being a failure. The weather, according to the Bergen correspondent of the Chemist and Druggist, has been stormy, but what few attempts at fishing have been made show conclusively that the fish have totally disappeared from the banks for the time being. The disappearance of the fish is attributed by the Christiania correspondent of the Daily Mail to Russia's neglect of proper precautions against the appearance of seals off the Norwegian coast. This correspondent reports that seals are swarming down on to the Norwegian coasts in ever increasing numbers year by year. The result is an alarming decrease in the catch of all kinds of fish. Parliament has been asked to take special measures to deal with the plague, and a number of war ships are being sent to the waters where the seals mostly congregate with the object of destroying as many as possible by guns. The local market is yet lower than the Hamburg and London markets, though \$65.00 is now the inside quotation, and the general asking price is \$65.00 to \$75.00, with the ideas of some holders materially higher.

Cubeb berries are not quotably lower, but business is confined within narrow limits with holders quoting the old range of values, say, 9c to 10c for whole, and 12c to 15c for powdered.

Cuttiefish bone is scarce and wanted, and quotations for jewelers' small have been advanced to the range of 50c to 52c; large quoted at 60c to 65c, and ordinary French, 10c to 17c.

Damiana leaves are held with more firmness, the available supply being under better control, and the inside figure has been advanced 1c, the current quotation being 10c to 11c, as to quality and quantity.

Ergot continues weak and neglected, but the market has not yielded as to prices, and the tone may be said to be firm with 32c to 34c named for German and 33c to 35c for Spanish.

Formaldehyde is in moderately active demand, with sales of 40 per cent. at 14¼c to 15c.

Gallic acid has declined, and now offers in round lots at 42c, while up to 50c is still quoted for jobbing quantities.

Glycerin is finding a good steady consuming outlet both on contract orders and in a jobbing way, and the market continues firm in tone, owing to the strong position of crude at foreign producing points. The ruling quotations are 1½c to 15c for C. P. in drums, 14¼c to 15c in barrels and 15½c to 16¼c in cans, according to brand and quantity.

Lycopodium is lower, supplies being offered at 52c to 53c and 53c to 54c for unlabeled and Pollitz, respectively, despite the firmer feeling in the foreign markets noted in our last.

Menthol has dropped a notch in the interval, and \$7.00 is now named as acceptable by most holders, and it is intimated that this quotation could probably be shaded on a firm offer.

Slackened demand and continued keen competition among holders are responsible for the decline.

Opium is higher under continued strong advices from Smyrna. Influenced by continued unfavorable crop reports holders in Smyrna and Constantinople have advanced their selling limits, and local dealers have followed suit by raising quotations 20c all around. Importers now quote \$3.00 for natural in single cases, and jobbing lots are held at \$3.02½ to \$2.95, and powdered at \$3.60 to \$3.65. At this range the market is quiet but firm.

Quinine has continued in moderately active demand and is steady in price, though speculative inquiry is still suspended. Although the price of sulphate is nominally unchanged, manufacturers' quotations for the minor salts have been advanced 3c. While some German makes of sulphate are obtainable from second hands at 25c and possibly 24½c, B. & S. is maintained on the old basis of 26c for bulk in 100-oz. tins. The next auction sale of bark will be held in Amsterdam on February 26, and it would occasion no surprise if the unit value advanced. Sales of Java and German from second hands are making at 23c and 24½c to 25c, respectively.

Saffron is now offered at 30c for American, with small sales at this figure; true Spanish is held and selling at \$7.00 to \$7.50.

Senna of the various descriptions is in moderate demand with sales of Alexandria, whole leaf, at 21c to 25c; half leaf at 12c to 16c; siftings at 6½c to 7c, and Tinnevely at 6½c to 14c.

Vanilla beans are held steadily with jobbing sales of Mexican whole within the range of \$6.00 to \$11.00, and of cut at \$3.75 to \$4.50.

CHEMICALS.

Arsenic, white, continues to offer and sales are making in a jobbing way at 3c to 3¼c, as to brand.

Blue vitriol has been advanced by the manufacturers, who now ask 5¼c for carload lots, and 5½c and upward for jobbing parcels.

Chlorate of potash is selling in moderate quantities to consumers and the trade at 7½c for both crystals and powder, but the demand is not of a very urgent character.

Cream of tartar continues in active demand and the market is firm in tone in sympathy with the strong position of crude material in the primary market. In a jobbing way sales are making at 23½c and upward.

Epsom salt has dropped back to about its former range with carload lots offering at \$1.00 per 100 lbs., but up to \$1.50 is still named for jobbing parcels.

Naphthaline meets with some little attention, but the demand lacks spirit and quotations are unchanged at 2¼c to 2½c, for either balls or flakes.

Phosphoric acid is weak and unsettled, owing to competition, and quotations have been reduced to 18½c to 19c for 1.710 sp. gr., and 19½c to 20c for 1.750 sp. gr.

Tartaric acid is not offered with any freedom, as makers anticipate a general increase in value shortly, on account of the enhanced cost of raw material. Meanwhile sales are making in a jobbing way at 29c to 29½c for crystals and 29½c to 29¾c for powdered.

ESSENTIAL OILS.

Anise is in moderate request and sales are making at the previous range of \$1.07½ to \$1.12½.

Bergamot is firmer in line with the tendency on all Messina essences and local holders have advanced their quotations 10c per lb., naming \$2.20 to \$2.30 as the range, according to quality and quantity.

Cassia is dull and weak and the inside quotation of 70c could probably be shaded; manufacturers' requirements are limited at the moment.

Citronella reflects the influence of keen competition and values are unsettled, though 21c to 22c is the quoted range for drums, and 22c to 23c for cans.

Clove is firmer, in sympathy with the spice, but quotations are nominally unchanged, recent sales being at 57½c to 60c for cans and 60c to 72½c for bottles.

Cubeb remains at 90c to \$1.00, but business is confined to small jobbing quantities.

Lavender is firmer, in sympathy with reports from producing points, and local quotations while not actually higher are maintained with more firmness at the range of \$1.60 to \$1.75 and \$2.00, as to quality.

Lemon and orange are in improved position and though supplies of the former are obtainable at old quotation an advance of 5c is asked on the latter.

Peppermint has developed no action of consequence either as regards price or demand, and values are steadily maintained at the range of \$4.65 to \$5.00 for tins and \$5.00 to \$5.25 for cases.

Sassafras is without quotable change. The range of the market is 40c to 45c for natural and 29c to 30c for artificial.

Wintergreen is dull, but prices are maintained at the previous range of \$1.75 to \$1.85 for natural and 45c to 50c for synthetic.

GUMS.

Aloes of the various grades are without quotable change, but the tendency of prices is toward a lower basis, owing to the easier feeling in European markets. For the small available supply of true Cape the market is firm at 14c.

Asafoetida continue in moderate jobbing request, and values are well sustained at the range of 19c to 25c, as to quality and quantity.

Benzoin has been in good jobbing request, but prices are somewhat nominal in the face of weaker reports from primary markets.

Camphor is increasing in demand, but important transactions are yet the exception, and nothing is available under manufacturers' prices of, say, 54½c to 55c for barrels and 55c to 55½c for cases.

Gualac remains quiet but firm, with 20c to 30c yet quoted as to quality and quantity.

Myrrh is in good jobbing demand, and values are well sustained at 16c to 17c for siftings, 20c to 21c for sorts, and 32c to 35c for select.

Tragacanth is selling fairly in a jobbing way at 29c to 80c for Aleppo, and 35c to 90c for Turkey, as to quality.

ROOTS.

Alkanet is in steady moderate demand with 5½c to 6c quoted, as to quality and quantity.

Calamus continues to offer at 7c to 8c for ordinary and 25c to 30c for bleached, but only small sales are reported.

Dandelion, German, is firmly held at 7½c, which is quoted as an inside figure for large parcels.

Dog grass continues in light supply and 5½c to 6c is now named, as to quality and quantity.

Gentian is firmly held at 5c, though it is intimated that sales are making in some quarters at 4½c. The demand does not rise above jobbing proportions.

Golden seal is in light supply and the available stock, which is pretty closely concentrated, is held at 54c to 56c.

Ipecac, in a jobbing way, is passing out in fair volume at the range of \$1.55 to \$1.70 for Rio, and \$1.10 to \$1.15 for Carthagena.

Senega is taken indifferently by the trade, but values are well maintained at the range of 85c to 90c.

SEEDS.

Canary, Smyrna, is quiet, but holders are firm in their views, and quotations are steadily maintained at 5c to 5¼c; Sicily held at 5¼c to 5½c.

Celery is held at 7½c to 8c; there is, however, no inquiry for quantities upon this basis.

Cumin is in small receipt, and 7c to 7¼c is now firmly required by second hands.

Hemp continues dull, but there is no urgency to sell, and 23½c to 3c is firmly named as to quantity.

Quince, German, is in better supply, and the market is easier in tone with 34c to 35c now the quoted range.

DRUMMERDOM ITEMS.

Robt. A. Brackett is now looking after New York City trade for Lazell, Dalley & Co., perfumers, taking the place of Mr. Goodson, who has gone back to his old territory of Minnesota and Wisconsin. Mr. Brackett formerly represented Tarrant & Co. in the West, and was later with the Newbro Drug Company, of Butte and Detroit.

W. J. Marshman, who has been covering Ohio, Indiana, Michigan and Kentucky for C. B. Woodworth, Sons & Co., Rochester, N. Y., is now also looking out for the State of New York and Eastern Pennsylvania.

Boston.—Rudolph Wirth recently dispatched another batch of orders for E. Fougere & Co., New York.

Dr. Fuller has been hustling business for the Fraser Tablet Company, New York.

T. M. Stewart was here a few days ago explaining thermometers for R. Hoehn & Co., New York.

E. K. Sherman has just made a successful search for orders for the J. V. Hale Company.

Buffalo.—Robert E. Service returns to his old round of the Buffalo drug field with his accustomed regularity, having just sold a quantity of goods for Lazell, Dalley & Co.

H. J. Baringer, not quite as well known to the local drug trade as he soon will be at this rate, comes to Buffalo late in February in the interest of John M. Maris & Co.

The Puffer Mfg. Company send us W. N. Wood, just to set up a pleasant feeling regarding the coming of the soda water season and also to look after the extract trade.

Fred Estelle, not here for a considerable time, his place having been filled by others, is back again, selling the specialties of John Wyeth & Bro. and making himself generally agreeable.

H. P. Snow looked in on the snowy city of Buffalo a few days ago and shortly went away with a satisfied air and a bundle of orders for the goods of Johnson & Johnson.

Charles F. Monroe, for many moons the regular representative of Hance Bros. & White of Philadelphia, was with us again this month, pushing the specialties of his house.

Edgar G. Reynolds still makes his weekly round, looking after the interests of Charles Hubbard & Son, of Syracuse, who continue to find it easier to cover the city in this way than, as formerly, by branch store.

W. E. Swindell, of the firm of Swindell Bros., of Baltimore, who does not find time to make us more than about a semi-annual visit, has just sold us a good lot of glassware, as usual.

Chicago.—W. Howard Ogborn, the Cincinnati drug broker, was in town the last of January. He has moved into larger quarters in Cincinnati and is now located in the Union Trust Building.

John Gleichmann, who represents Rosengarten & Sons, of Philadelphia, closed the month of January in Chicago and reports big orders, and continued on his way East. Mr. Gleichmann has been coming to our city for a number of years, representing this firm, and carries away his share of the orders for chemicals which are placed by the jobbers.

I. W. Hanthorn, who has represented the Chicago branch of the American Soda Fountain Company in this city for the past five years, has now cast his lot with the L. A. Becker Company and will in the future sell the Twentieth Century Fountains manufactured by this company.

John Matthes, Chicago manager for Whitall, Tatum & Co., has been called East owing to the illness of his sister.

HINTS TO BUYERS

Druggists who want to get a formula for a good soda fountain preparation that will prove popular should write to the D. L. Bates & Brother Company, Dayton, Ohio, for particulars regarding their Pink Punch formula.

The Salol manufactured by the Mallinckrodt Chemical Works cannot fail to impress critical pharmacists as being

an unusually fine article. It is dry, beautifully crystalline, and guaranteed by the makers to be of the very highest purity.

"Perfecto" fruit juices and crushed fruits have become a standard of excellence among all patrons of the soda fountain. The advertisement of the Crandall & Godley Company, of New York, covering this line will be found in the present issue. Special attention is also invited to their new "Perfecto" ice cream soda dishing spoon. Druggists are invited to address the firm for a full illustrated catalogue of ice cream utensils and machinery, etc.

It is gratifying, though not in any way surprising, to learn that in Australia Stearns' perfumes stand first. This is the position they have long occupied in the United States and Canada, and we see no reason why people in other parts of the world should not be equally appreciative of good things. It is as the Detroit Free Press recently said: "The house of Stearns are truly a Weltheus and their products are known wherever civilization has gone."

The Duroy & Haines Company, Sandusky, Ohio, put up solid crushed fruits in full half-gallon jars for the soda fountain in a most acceptable form. They have unusually good facilities for securing the choicest fruit and they have succeeded in devising methods of putting them up in a way which retains all the delicious aroma and strength of the fresh fruit. They also make concentrated fruit syrups, which leave nothing to be desired either in strength or flavor. Write to the Duroy & Haines Company, of Sandusky, Ohio, for prices before placing summer orders.

Isarol is a dark brown viscid fluid analogous in its constitution to ichthyol. It is the ammonium salt of the sulphonic acid of an insoluble sulphur containing mineral oil. It has been used and is recommended as a vascular astringent, an antipyretic, a siccative and antizymotic. This product, which is also known as ichthyodin, has been warmly commended by several eminent Swiss authorities. It dissolves completely in water, partially in alcohol and ether. A. Kilpstein & Co., 122 Pearl street, New York City, are the sole agents in the United States, and will be pleased to furnish information on receipt of requests, mentioning the AMERICAN DRUGGIST.

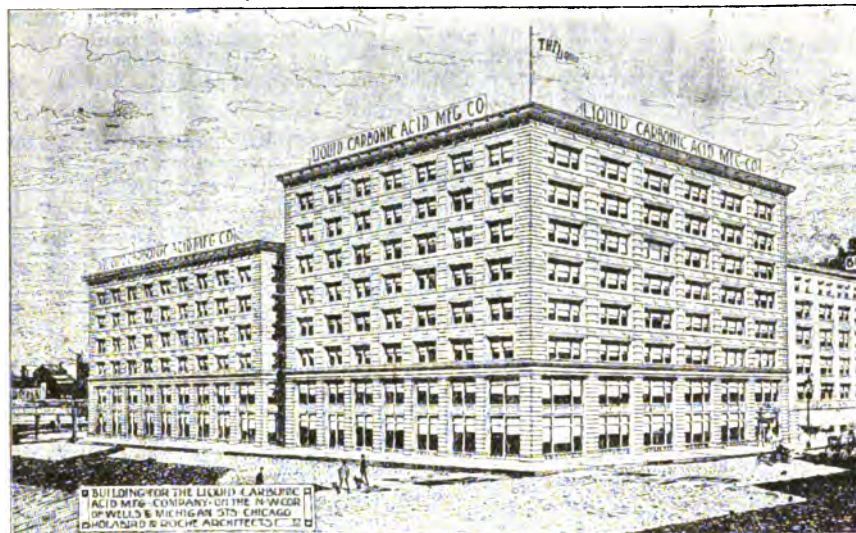
The use of incandescent lights with gas burners has produced remarkable results, and the latest invention in the method of producing these lights gives an illumination approximating sunlight in its brilliancy and steadiness. The Acorn Brass Mfg. Company, of Chicago, manufacture lamp arcs which are triumphs of ingenuity in their construction and leave nothing to be desired either in efficiency or in beauty of design. In the latter respect they are particularly superior, having none of the topheavy appearance noticeable in most gas arcs. For full particulars regarding this method of illumination, which is specially adapted to the needs of the drug trade, address the Acorn Brass Mfg. Company, 215 Fulton street, Chicago, Ill.

Every druggist in a country town, and a great many druggists in cities, could co-operate with W. F. Young, of 68 Monmouth street, Springfield, Mass., with advantage. Mr. Young's booklet, entitled "How to Take Care of the Horse," is a valuable treatise on the subject and one which is certain to bring horse owners' prescriptions to the drug store to be there compounded. This has been the common experience of druggists who have used it. The plan is as follows: The druggist sends in a list of persons in his vicinity who own a horse or horses, and upon receipt of this Mr. Young forwards to each name a copy of the booklet bearing the druggist's imprint. Druggists who are in any doubt as to the possible value of this booklet to their business should send to Mr. Young for a copy. And, in the meantime, it would be well to begin to compile the list of neighboring horse owners.

The Twentieth Century Sanitary Soda Fountains, made by the L. A. Becker Company, appeal directly to the public as embracing elements of cleanliness which are not generally found in the ordinary dispensing apparatus. Customers see where the syrup comes from and do not have to be told that it is clean, for they can see this for themselves. Another advantage possessed by the Twentieth Century is that its method of construction is such a radical departure from the old time designs that even the most casual observer will be aware that you have a new fountain there, without being informed of the fact. The L. A. Becker Company, in pursuance of their recently inaugurated educational, stimulative, advertising system, has issued a beautiful Shakespearean booklet, entitled "To Drink or Not to Drink," which can be had free by addressing the advertising manager of the L. A. Becker Company, Chicago.

The New Home of the Liquid Carbonic Acid Manufacturing Company.

On the northwest corner of Wells and Michigan streets, Chicago, there is being erected a handsome new eight story building, covering an area 110 x 118 feet, which as soon as completed will be occupied by the Liquid Carbonic Acid Mfg. Company. The structure is designed in the style of the Italian Renaissance, with alternate bands of red and dark brown brick in a rustic pattern and with terra cotta trimmings. The floors are built in the most approved form of mill construction, with cast iron columns protected with fire proofing. All the partitions are made of incombustible ma-



terials and the entire building is equipped with automatic sprinklers.

The basement will contain the boilers, machinery room, etc.. The Chicago branch of the establishment will occupy the Wells street frontage of the first floor, the rear of this floor being devoted to shipping rooms, which are so constructed that the loading and unloading of trucks will be within the building. The front half of the second floor is to be used for show rooms, the remainder being devoted to storage and lockers for the employees. The third floor will be devoted to silver plating and assembling, and the fourth will be the manufacturing laboratory, where extracts, syrups, etc., are prepared. The fifth floor will be devoted to engraving, photography, addressing and mailing, the printing and everything connected with the advertising and printing departments. The sixth and seventh floors are to be used as stock rooms, while the entire eighth floor is to be devoted to the general and private offices of the concern in which is directed the business all over the United States. Soon after the completion of this building the erection of another building will be begun on the corner of Franklin and Michigan streets having a frontage of 132 feet on Michigan street and a depth of 100 feet. This structure will be six stories in height and will be devoted exclusively to the manufacture of the "Liquid" soda fountains. After the completion of these buildings the company will continue to occupy its old quarters at 76-82 Illinois street as a foundry and finishing department.

M. P. Gould Company's System

The above signature is the trade-mark of probably the most successful system of advertising that has ever yet been used by retail druggists of this country, or, as far as this is concerned, of any other country. At any rate the M. P. Gould Company are spending thousands of dollars advertising it, and have been doing so for about one year and a half. There is one thing certain, they would not continue pushing in such a progressive way a system that was not proving successful. This company inform us that their system is now used in over a thousand different localities in the United States, besides being used all over Canada, England, New Zealand and Australia, and many other foreign countries. You will find a half-page advertisement on another page of this issue regarding this system. You will note that it is an advantage to you when answering this advertisement to clip off the coupon attached. This coupon is worth \$2 to you, providing you sign a contract for the system. Address all communications to the M. P. Gould Company, Bennett Building, Nassau, Fulton and Ann streets, New York, N. Y.

Concrete Oleoresins of Orange and Lemon.

The concrete oleoresins of orange and lemon, which have recently been placed upon the market by the San Gabriel Valley Essential Oil Company, are something entirely new in this line. They are made by a process devised by the manufacturers and which they only began to apply on a commercial scale last July. They put up their product in two forms. One is a concrete oleoresin, which is the full strength of the oleoresin just as it comes from the fruit the day after it is picked. The other form is known as a soluble concrete oleoresin, being 50 per cent. emulsion of the full strength oleoresins. These emulsions are furnished because the full strength oleoresins do not mix readily with syrups, bonbon cream, ices and pastry, while the emulsions do mix without any addition of alcohol, an addition of which is not only expensive but injurious, as it impairs the flavor of the oleoresin. The results produced with these oleoresins are precisely those produced from the fresh fruit itself and quite different from those obtained from even the highest quality of essential oils. Not only is this true, but the flavor is even better than that obtained from the fresh fruit as obtained in the Eastern markets, where the buyer receives fruit after it has been many days in transportation and after having been picked in a semi-ripe condition. Twenty drops of the soluble oleoresin of orange or of lemon added to one pint of simple syrup makes a deliciously flavored syrup ready for use. The quantity used is so small that the soluble concrete oleoresins are much more economical to use than are even the ordinary oils. For soda syrups, for instance, they are about 20 cents per gallon cheaper than are the syrups made from the average concentrated syrup on the market and are infinitely superior. They have been used in New York City by such large soda water dispensers as William Wilson in his three Broadway stores, William B. Riker & Sons, C. O. Bigelow, J. A. Hetherington and C. M. Du Gay. Stoddart Brothers, of Buffalo, Smith Brothers, of Poughkeepsie, are also among the druggists who use these products. In Chicago, Gale & Block, and in Cleveland the Mays Drug Company use these products and are loud in their praises. Up to date druggists should write to the manufacturers, the San Gabriel Valley Essential Oil Company, Pasadena, Cal., for free samples of these products, mentioning the AMERICAN DRUGGIST.

A New Drug Catalogue.

We have received Lehn & Fink's catalogue of drugs, chemicals, essential oils, pharmaceutical products, medicinal specialties, druggists' sundries, etc., for 1903, and find in it many items of interest to the drug trade. In addition to the full line of high grade drugs, on which their reputation has been built, the catalogue shows a complete assortment of druggists' sundries and an attractive list of pharmaceutical specialties.

Among additions to their list of medicinal specialties, the following are worthy of note: Volesan, Gohimbis, Bromocoll, Resorbin, Tanocol, Peruol, Chloroform-Anschütz and a full line of the organo-therapeutic products manufactured in the laboratory of Prof. A. Von Poehl, St. Petersburg.

Their many friends in the retail trade will be pleased to note that Lehn & Fink have begun to manufacture compressed tablets.

Copies of this useful publication can, we presume, be obtained by any druggist on request to Lehn & Fink, 120 William street, New York.

Conviction of Falsifiers of Apollinaris.

In a criminal action brought by the Apollinaris Company, Limited, against falsifiers of Apollinaris water in Chile, the Supreme Court of Justice has, according to the Chemist and Druggist, London, for January 31, just pronounced the final judgment. The falsifiers are condemned to six months' imprisonment, in addition to a fine of \$500 each. This was a test case on the new laws concerning trade-marks, etc., and the decision shows that counterfeiters who usurp European trade-marks can now be brought to book in Chile.

We invite special attention to the attractive licorice specialties advertised in this issue by the National Licorice Company, of Brooklyn. These specialties have already a strong place in popular esteem, and druggists have found their sale a ready and a profitable one.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, MARCH 9, 1903.

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AMERICAN DRUGGIST PUBLISHING CO.

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CASWELL A. MAYO, Ph.G.....Editor.

THOMAS J. KEENAN, Lic. Phar.....Associate Editor.

Chicago Office, 221 Randolph Street.

ROMAINE PIERSON.....Manager.

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THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 69-68 West Broadway, New York.

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CARBON TETRACHLORIDE—A SUBSTITUTE FOR BENZIN.

THE action of the Bureau of Combustibles of the New York Fire Department in denying to druggists the right to keep in stock benzin in any form whether as compounds like Sallade's Mosquito Cure, or as cleansing fluids, etc., has served to direct attention to the availability of certain non-inflammable substitutes having equal or superior cleansing properties to benzin. Foremost among these substitutes is carbon tetrachloride, also known as tetrachlormethane, the latter name indicating its chemical composition, it being methane or marsh gas in which four hydrogen atoms have been replaced by chlorine. Carbon tetrachloride was formerly made by passing dry chlorine through carbon disulphide and subsequent treatment for the removal of impurities, but we understand that a new and more economical process has been invented whereby the cost of the product has been considerably lessened.

The fluid has some resemblance to chloroform, being a heavy, colorless, diffusible liquid of an agreeable aromatic odor, and, like chloroform, it is soluble in alcohol and ether, also in benzin. The resemblance to chloroform is carried still further when it is remembered that carbon tetrachloride was somewhat extensively used as an anæsthetic about the time of the introduction of chloroform, but owing to its depressing influence on the heart, which far exceeds that of chloroform, its employment for the purpose of producing anæsthesia was considered dangerous and soon abandoned. A peculiarity of the fluid which distinguishes it from other ethereal liquids of like character consists in the fact that its vapor is uninflam-mable. In contact with a naked flame carbon tetrachloride decomposes, chlorine being liberated, thus preventing combustion. It is this property which renders carbon tetrachloride a safe substitute for benzin so far as danger from fire is concerned; and advantage has been recently taken of its solvent action on grease, fats, tar, etc., for the marketing of various proprietary preparations of the fluid as cleansing agents to replace benzin, naphtha, etc. In some of these new proprietaries of fanciful names the fluid consists of pure carbon tetrachloride flavored with oil of lemon grass or citronella, while others contain an admixture of benzin, the carbon tetrachloride having the effect when present in the proper proportion of rendering any benzin in the mixture uninflam-mable, owing to the rapidity with which it is decomposed upon the application of heat and the resulting formation of chlorine vapor, which, of course, makes flame impossible.

The popular use of carbon tetrachloride is, however,

not without its dangers, since the possibility of its abuse by irresponsible persons who chance upon the knowledge of its intoxicating properties is not a remote one. In putting up preparations of the substance for popular use, therefore, an effort should be made to render the fluid disagreeable to inhale. While no doubt exists as to the inflammability of the vapor of carbon tetrachloride, the same certainty as to its non-explosiveness is lacking.

THE SALE OF COCAINE AND COCAINE SNUFFS

WHILE it is true that the sale of cocaine has been carried on in the drug trade in a manner which lays the trade open to severe criticism in promoting a vice much worse in its moral and physical effects than alcoholism, it is also true, we are glad to say, that the active movement looking toward a suppression of the sale of cocaine and its preparations for illegitimate purposes has had its origin in the drug trade. At the St. Louis meeting of the American Pharmaceutical Association in 1901 a committee was appointed to investigate and report upon the sale of narcotic drugs, and the report of that committee, which has already been commented upon in these columns, set on foot a widespread movement among the more intelligent and influential pharmacists in various sections of the United States to throw such restrictions around the sale of the narcotic drugs as would make it difficult, if not impossible, for those addicted to their use to procure them, save through the connivance of a physician.

In many States there are laws already on the statute books, which, if rigidly enforced, would accomplish this purpose, and there is a growing disposition among pharmacists to insist upon the rigid enforcement of such laws where they exist and to secure the enactment of similar laws where none are in existence. The Illinois Board of Pharmacy has taken up this matter, and has sent to 25 druggists in Chicago, who have been particularly outrageous in their disregard of the cocaine law, letters, which read as follows:

Report on credible authority has been made that, in spite of public attention in the press and pharmaceutical journals, you still sell cocaine contrary to law. You are hereby notified, by registered letter, so I am able to establish proof of notification, that I have given you due warning. To sell cocaine in any way, shape or manner, no matter under what name and in what compound, without a prescription from a licensed physician, is contrary to the criminal code, and subjects you to a heavy fine; and on second offense to fine and imprisonment. The State and local pharmaceutical association and the Board of Pharmacy, in conjunction with the State's Attorney, are firmly determined to put a stop to this criminal traffic; and if after receipt of this registered notice you still persist in this violation, you, and you alone, are responsible for the trouble that comes to you. Let there be no misunderstanding, that if you do not stop the authorities will see to it that you will be made to stop. You must stop this disgraceful barter, and nothing will be left undone to make you do so if you do not elect to stop it yourself at once.

This letter, we are informed, will be followed up by

a vigorous prosecution should the offender fail to give heed to the warning.

It is not in the sale of cocaine as such that the greatest danger lies. As a rule, the cocaine habit is contracted unwittingly by the victim through the use of what he supposes to be a wholly innocuous catarrh snuff. The snuff gives relief from the distressing symptoms, but after prolonged use the patient finds that he is unable to get along without his accustomed snuff, and he soon finds that he can get the peculiar effects, which his nerves have learned to crave, by the use of cocaine itself instead of the snuff which has furnished him an introduction to this deadly and insidious drug. It will not suffice, therefore, to restrict the sale of cocaine alone, but some legal restrictions must be thrown around the indiscriminate sale of such catarrh snuffs as contain this drug in appreciable quantities, and wherever present it is generally present in sufficient quantities to be a source of serious danger.

Unfortunately, the pharmacist has no means of knowing positively the composition of any proprietary remedy which he may handle, and it could hardly be expected that he should undertake the analysis of such catarrh snuffs as he is called upon to sell, consequently he cannot fairly be held responsible for the result likely to follow the use of such snuffs as do contain cocaine. It is true that there is a general understanding among the trade that cocaine is present in certain snuffs, but any druggist who, on the strength of this general impression should undertake to warn a possible customer as to the dangerous character of the compound, would be taking a serious risk of incurring a suit for damages from the proprietors. On the other hand, for one to condemn all catarrh snuffs indiscriminately would be a step hardly justified by such information as we have regarding the constitution of these snuffs. Here, therefore, we need some specific legislation under which it would be a crime for a manufacturer to put up and market a preparation as a catarrh snuff containing cocaine, or any of its salts or preparations, without clearly indicating on the package that this drug was used in the preparation. Some such regulation, if rigidly enforced, would be of great value in diminishing the probabilities of contracting the cocaine habit unwittingly.

BE SURE TO PREPAY FOREIGN POSTAGE

WE have heard many complaints from friends in Europe that Americans are notably careless as to fully prepaying the postage on foreign letters, and we find from a recent note in the London *Chemist and Druggist* by a correspondent from South Africa that this is a national failing. The correspondent says that "a considerable quantity of mail matter continues to reach South Africa from the United States short stamped. Our American friends should remember that a 2-cent stamp will not carry a letter to South Africa, even though it weighs only $\frac{1}{2}$ ounce, but that a 5-cent stamp is required. For an incorrectly and badly addressed mail the United States takes the lead." Such carelessness is inexcusable, and often leads to serious results by antagonizing possible customers.

VIEWS OF SUBSCRIBERS.

WE give below a further instalment of replies to the postal card inquiries made of subscribers regarding suggestions for the possible improvement of the several departments of the AMERICAN DRUGGIST.

W. H. CAMP, Canaan, Conn.—I think you do not cater sufficiently to the allied branches of the drug business in the matter of seeking advertising. I am a country druggist and there are a good many like me, all struggling more or less to make ends meet, and most of us carry side lines. It seems to me you might legitimately seek advertising that would benefit me, as well as all interested in keeping us in touch with lines of goods proper for us to handle. To give point to my idea, four or five years ago I noticed an advertisement of wall paper. I looked it up, put in a sample and worked up a good trade, which I still hold. Last year, by sheer accident, I got hold of a dealer in souvenirs. I put in a small line and soon cleaned out the entire lot; I shall treble the order this year. I could mention other instances. What I am driving at is this: the average country pharmacist reads the advertising pages of the AMERICAN DRUGGIST with as much interest as the reading matter, and is always on the lookout for novelties or side lines, with a view of increasing his profits. Many of us do not know where to buy books, fishing tackle, wall paper (samples), musical instruments, games, stationery, etc., or if they do many would like to make a change. All the foregoing and many more are handled by the country druggists, but are rarely advertised in the drug journals. Of course, there is another side to the question, and that is whether the dealers in the several lines of goods could be convinced that such advertising would pay. That is up to you and the possible advertisers, but from my point of view I have no doubt that it would pay the advertisers.

EMERY J. EASTMAN, Lindsay, Cal.—I like the advertising department of the AMERICAN DRUGGIST better than all the rest combined. I should like a department on window dressing.

M. C. CLAYTON, Mannington, W. Va.—As a subscriber for the AMERICAN DRUGGIST for several years, I would say I am perfectly satisfied with all its features and could not suggest any improvement.

G. G. C. SIMMS, Washington, D. C.—I regard the AMERICAN DRUGGIST as a model journal. As it is read by many young men who are seeking to qualify themselves for the practice of pharmacy, I would suggest an educational department conducted by yourselves. In this department many who have not enjoy the privileges of attending lectures would receive valuable information. I always read your editorials first then consult the table of contents.

S. F. DORRIS, Tracy City, Tenn.—Your department of Business Building is of great interest. I think you could add to the value of the AMERICAN DRUGGIST by regular communications on the sale and use of kodaks and photographic supplies and the chemistry of photography, developing, printing, etc.

ALEX. DE LEEEMANS, Newark, N. J.—Your formulas and query department would be a hundred times more useful if directions were given with each prescription.

CHAS. E. ENGLE, Enderlin, N. D.—My preferences are Business Building and Store Management. I should like to see more on window dressing with cuts.

W. J. SHEPPARD, Sandersville, Ga.—The AMERICAN DRUGGIST is first-class in every respect. I think it would be helpful if you would issue a supplemental price-list of everything in the drug line.

E. Q. ANEWALT, Phillipsburg, N. J.—Mr. Dawson's articles—Store Management and Subscribers' Discussions—are the most interesting and instructive to me. They give me all I pay for.

H. KRAFT, Erie, Pa.—I appreciate the efforts you are making to increase the value of the AMERICAN DRUGGIST, but I have no suggestions to make.

C. O. BABBITT & SON, Cory, Pa.—The department of the AMERICAN DRUGGIST in which we are most interested is the

advertising Department. We get fresh inspiration there in every issue. I would like to see this line a little more extended.

H. P. HYNSON, Baltimore, Md.—I am unable to see just how the AMERICAN DRUGGIST could be better arranged to suit "all sorts and conditions of (drug) men." The Cream of Current Literature Department interests me most, but not so much as formerly, since you now review therein only foreign publications. This department enlarged and more carefully edited would greatly enhance the value of your journal to me.

W. V. PASKO, Breckenridge, Minn.—I enjoy reading the AMERICAN DRUGGIST from cover to cover, even the advertisements; but I particularly like your Market Reports, Business Building and Mr. Dawson's articles on Store Management.

E. P. TRUE & SON, Puyallup, Wash.: The AMERICAN DRUGGIST is a splendid paper, that gives me much pleasure to peruse. As to improving it, I have nothing to suggest.

Prize Question No. 3.

BUILDING UP A URANALYSIS DEPARTMENT.

BY OTTO RAUBENHEIMER, PH.G.,

(Brooklyn, N. Y.)

IT does not call for the exercise of much skill or expertness to apply the ordinary tests for albumin or sugar, or to take the specific gravity of a sample of urine, but a thorough qualitative and quantitative and microscopical examination require more knowledge on the part of the operator. This knowledge can be obtained by a course of home study, or by taking a special course in one of the colleges of pharmacy.

The pharmacist should not begin to advertise a uranalysis department until he is fully competent to carry on the work. After he has properly prepared himself and has his laboratory in working order he can then advertise his preparedness to the physicians of the neighborhood in statements setting forth the facts (1) that he has taken a special course of study to qualify him, (2) that he has fitted up a special laboratory which is open for inspection at all times, (3) character and names of the tests employed, (4) inclosing a uranalysis report sheet, (5) quoting a scale of prices. This can be supplemented by suitable newspaper advertisements and the display of appropriate signs in show windows or on the outside of the store.

The department of uranalysis should be housed in a separate light, airy room, or have a place reserved for it in a corner of the laboratory. The equipment of the department should be complete and contain all utensils and apparatus, microscopes, centrifuges, analytical scales, etc., used in the work. The test tubes, evaporating dishes, and beakers should not be used for any other purpose except the work carried on in the department. Text and reference books on uranalysis and the use of the microscope should form a part of the outfit, and the department should be conducted by the proprietor himself.

The department is best built up and maintained through a reputation for accuracy, and all tests should be made in duplicate. Reminders in the shape of printed matter or typewritten letters should be sent to the physicians in the locality at regular intervals, say once a month. Conducted in this manner a department of uranalysis in the drug store will serve to bring about a more friendly feeling between the physician and the pharmacist, while adding to the reputation and the standing of the druggist in the community.

ADVERTISING THE DEPARTMENT.

Mortimer Bye, of Baltimore, Md., says:

The advertising of a department of uranalysis in the drug store must of necessity differ from those usually employed to bring new ventures before the public. The most effective and feasible plan in my opinion would be to issue a carefully worded letter to a selected list of physicians, stating the object of the new department and requesting a share of their patronage. The letter should be brief, and might be worded somewhat as follows:

P. J. BLANK, M.D., Potomac Avenue:

Dear Sir,—It affords me pleasure to inform you that, in connection with the other departments of my business, I have equipped a complete laboratory for the analysis of urine, where work of this character will be carefully and accurately conducted at the minimum of cost to physicians. The work will be under my personal supervision, thus making it possible for me to guarantee the correctness of all examinations.

Hoping you may find it convenient to favor me with a share of your patronage, I am,

Respectfully yours,

DAVID JONES, PH.D.

In addition to sending out a letter of the kind suggested I should make an effort to see in person as many prospective patrons as possible. In some cases where a letter might find its way to the waste basket a personal interview would produce the desired results. In every case I should ask physicians to visit the laboratory and even witness an analysis being made.

If space and means permit a portion of the store should be partitioned off for the equipment of a small model laboratory. While the cost of this would be comparatively slight the gain will be perceptible since the appearance of the store will be much improved, the arrangement being attractive and businesslike.

CAN CHEMICAL ANALYSIS BE PRACTICED BY THE RETAIL PHARMACIST WITH PROFIT?

BY H. A. B. DUNNING.

Baltimore, Md.

THE study of analytical chemistry has become one of the most important branches taught in pharmacy colleges. This fact indicates that the educators and instructors in pharmaceutical matters have realized that this study is a factor of importance in retail pharmacy. That it is so thoroughly and extensively taught is sufficient guarantee that it is for a practical and remunerative purpose other than the general education of the pharmacist.

Not only does the proper application of the pharmacist's chemical knowledge give him status with the physician and layman (as the druggist who causes himself to be thought a good chemist is very liable to be thought a good pharmacist), but it may also in many ways bring him direct pecuniary profit.

In reference to the pharmacist, chemistry may be divided into two classes: pharmaceutical chemistry and medical chemistry (that which he may do for or under the direction of a physician).

Pharmaceutical chemistry applies to the pharmacist in general; while the medical chemistry applies more or less to the individual pharmacist, according to his situation and opportunities.

There are numerous reasons why the pharmacist should analyze the chemicals he buys, rather than pay some one else to do so for him. First and foremost, the great profit cleared; second, the protection which is afforded against mistakes of manufacturers and jobbers; third, the facility with which the analysis is made under the direction of the Pharmacopœia.

That it is profitable (considering the first reason), could readily be proven by application. In many cases only from one to two hours are required to analyze an amount of chemical, which should be bought in sufficient quantity to last several months. The tests are readily and easily made. The number of test solutions required are but few, as the probable impurities of chemicals in many instances are the same, and the volumetric solutions required likewise. The test solutions are easily made with the exception of the volumetric solutions. Once having made a good standard volumetric solution then many of the other volumetric solutions are readily adjusted by it. These solutions cost little but the time required in making them. This is surely little trouble to save very often 100 per cent. on the cost of chemicals.

Many chemicals constantly used in more or less large quantities in prescription work and for general use are required to be of a high standard of purity and strength. To insure this degree of purity, many good pharmacists buy this class of chemicals from chemists whose names vouch for the purity and strength required. Then they advertise, "I use So and so's chemicals." They might add, "and for which I pay double (most always) the price required for a chemical as suitable; only there is no voucher to that effect and I am too busy (he might say too lazy) to apply the tests prescribed by the Pharmacopœia."

Chemicals which equal the requirements of the Pharmacopœia are of sufficient purity for any medicinal purpose. The Pharmacopœia was compiled by our most able men at a great expense and an expenditure of much valuable time; greatly for the use of pharmacist or physician in proving the strength and purity of the chemicals which are of general use in their professions. It would be a very regrettable matter if all this valuable work is to be thrown aside.

The analysis of your chemicals allows you the opportunity to say to the physician and customers: "We use only pure chemicals in your prescriptions and orders. We test them ourselves." If the physician and particularly the layman have a good opinion of your general ability as a pharmacist, they would rather have you assure them that your chemicals are tested by yourself than by some expert chemist.

For those who buy tested chemicals, a comparison of prices should startle them: Sodium bromide, costing \$1.09 per pound, may be bought for 66 cents; potassium bromide, 90 cents, for 60 cents; alum, 15 cents, for 5 cents; boric acid, 36 cents, for 15 cents, etc. The above prices were copied from the price-lists of two chemists. The former chemicals were vouched for; the latter the pharmacist should vouch for, and make the difference in cost.

It is by no means suggested that you simply test chemicals to ascertain their degree of purity, but if they are of sufficient purity to be accepted. If they are not, then return them and get others, or buy from another house; then if unable to obtain a satisfactory chemical, buy through experts. It is certain that United States Pharmacopœia chemicals can be bought from other than high-priced expert chemists.

It is not intended to intimate that certain chemists charge excessive prices. Their price in excess of the other chemists is the amount they make for their analysis of the chemicals and purification, if required. The Pharmacopœia allows a certain amount of impurity, the impure substance or the amount of it being harmless and an unnecessary expense to remove. This amount is a maximum limit, and in examining chemicals the amount of impurity should not be allowed to exceed that limit.

It will be found, upon examination, that most of the chemicals on the market made by reputable manufacturers are of such purity that they rarely exceed the amount

¹ Read before the Section on Commercial Interests of the American Pharmaceutical Association at Philadelphia, September, 1902.

of impurity allowed by the Pharmacopœia, and equal the strength required. This fact, of course, makes the examination of chemicals more feasible and lessens the time required in making an analysis.

A number of "lots" of chemicals tested were ascertained to be usually of about the same purity and strength. With some few exceptions, they answered all the requirements of the Pharmacopœia. Magnesium sulphate has always given a too persistent sodium flame, and an excess of chloride has always been indicated, usually about 2 per cent., otherwise magnesium sulphate is very pure. Two per cent. of chloride in magnesium sulphate will scarcely do any harm.

Chlorides in excess of the limit (3 per cent.) are usually present in potassium bromide. Upon writing to a leading manufacturer of chemicals concerning the impurity of potassium bromide, he replied that the American bromine, so largely used in the manufacture of bromides, was so contaminated with chlorine that it is difficult to make a salt which would not exceed the limit without unnecessarily increasing the cost of the chemical. The samples examined usually contained 3.1 to 3.3 per cent. of chlorides. Although this is little in excess of the limit, it is, naturally, better that the impurity should not equal it, therefore it is a bad feature should the limit be exceeded at all. Potassium bromide otherwise has been found of great purity, as have alum, boric acid, Rochelle salt and other chemicals.

Potassium iodide is often contaminated with an excess of alkali, which causes a yellowish instead of a bright crystalline solution. With this exception, it has been found very pure.

In a comparison of sodium bicarbonate costing 6 cents per pound and a standard chemical costing 14 cents, the same degree of purity was ascertained of each, including the 99.6 per cent. strength.

It has been reported that some of the commercial chemicals are of such purity that they only require testing by the expert chemists. Without further purification they are put in their own packages with their labels attached. The instance of the sodium bicarbonate mentioned above would seem to indicate the truth of this report.

In regard to sodium bicarbonate, it is suggested that instead of using the United States Pharmacopœia method of titration, with methyl orange as an indicator, a residual method be used with phenolphthalein as indicator. The reason for this suggestion is that with the methyl orange the tint of yellow, indicating neutrality, is very difficult to decide. If an excess of the acid volumetric solution be added to the specified amount of bicarbonate, liberating all the carbon dioxide at once, then the solution boiled to free from carbon dioxide (the acid properties of which act upon phenolphthalein), the excess of acid estimated with alkaline volumetric solution, the amount of alkaline volumetric solution subtracted from total amount of acid solution used will give the amount of acid solution required to saturate the bicarbonate. This method, for general use, is much easier and more accurate for the estimation of carbonates and bicarbonates than the pharmacopœial method. If the pharmacist should not deem it necessary to make a complete examination of the chemicals received, then let him, for his own safeguard against the mistakes of the manufacturer and jobber, make the few tests of identity.

There are two instances recalled of mistakes of the above character, one of which causes much confusion and doubtless some loss of confidence in the pharmacist concerned. A 50-pound lot of a chemical purporting to be boric acid was bought from a very reliable manufacturer. The powdered chemical was put up in $\frac{1}{4}$ pound, $\frac{1}{2}$ pound

and 1 pound boxes for general distribution. Doctors, nurses and laymen bought the substance and brought it back with the information that it would not dissolve either in cold or hot water. Upon examining this substance it was found to be a mixture of 15 parts acetanilid and 85 parts boric acid, being a stock powder kept on hand by the manufacturer and sent to this pharmacist by mistake. Since that time that particular pharmacist has been examining all chemicals. The other instance was of a 10-pound lot of ether being sold to a hospital. The pharmacist had only removed the jobber's label and put on his own. The physician in charge at the hospital reported his doubts that the substance received was ether. Subsequent examination proved the fluid to be a very poor sample of compound spirit of ether.

Upon the receipt of chemicals the person who has the chemical work in charge should open the package and remove sufficient for analysis. After analysis, if accepted, it should be emptied into a stock container and entered upon a book kept for the purpose, "Boric acid, 50 pounds, bought of John James, New York, September 22, 1902, lot 411 or keg 77," as it may be; then the remarks as to purity and strength. Upon putting the chemical in packages for general distribution each package should be sealed with a sticker upon which has been printed something to the effect that the contents of this package has been thoroughly tested and found of standard purity and strength. Those receiving packages labeled in this manner will naturally feel secure and satisfied, and there is little doubt but that the pharmacist will have sale for more chemicals than before taking up this work. As was suggested, medical chemistry refers more to the individual pharmacist than the general—meaning that some pharmacists may be better situated and have much better opportunities in this line than others. In the smaller cities and towns this work can be done to a better advantage and with more profit than in larger cities, generally; there being no health board and hospitals to compete with, and rarely physicians who make this line of work a specialty, to offend.

There are a great many pharmacists who find the chemical analysis of urine, gastric juice and other secretions of the body quite profitable. Urine analysis, being more general, is the most profitable; the price very much depending on the class of the analysis, whether qualitative, quantitative, or both, and the number of urine constituents reported upon, a complete analysis paying as much as \$25. There is not a great amount of paraphernalia required for urine analysis, mostly required is time and care. The pharmacist may make analyses of mineral waters, contents of stomach, and any other extemporaneous analysis, if he desire to have a complete analytical laboratory.

A source of some little profit and much advertisement is the making of volumetric solutions for physicians' use, decinormal sodium hydrate and decinormal oxalic acid being mostly required. Sometimes a decinormal or centinormal potassium permanganate, a decinormal silver nitrate and ammonium sulphocyanate, and a few others. A liter of any one of these solutions may be sold for \$1, costing mostly a little time.

When taken up in its entirety, or only in part, the medical chemistry is a good advertisement to medical men, and certainly it will be admitted that good advertisement to the physician will bring in good profit to the pharmacist.

POWDER TO CLEAN GLOVES.

Prepared chalk.....	31ss
Soap bark.....	31ss
Cream of tartar.....	3vllss

To be applied with a damp sponge; dry and brush off.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

Margin of Profit and Business Policy.

“WHAT margin of profit should be made on sundries and fancy goods, and other lines usually kept by drug stores, outside of regular drug stock?” The foregoing question comes to us from an interested reader of this department.

To get and hold trade in fancy goods and druggists' sundries, a margin of profit equal to one-third of the selling price or one-half of the cost price should be made on the average run of the stock.

By this is meant the standard staples that are in demand to a greater or less extent the year round and that go to make up the greater part of these stocks. This rule in itself is, however, no exception to the rule that “there are exceptions to all rules.”

On some articles a 100 per cent. or more profit may be made without danger of acquiring the reputation of charging high prices. On the other hand, a profit of 10 per cent. or less must be taken on some goods to avoid laying oneself open to that charge.

The matter of profit is governed by location, competition and the nature of the article sold.

Among the articles in fancy goods and sundries on which a profit of $33\frac{1}{3}$ per cent. seems reasonable and fair under average conditions might be enumerated: Hair, nail, complexion and bath brushes, combs, toilet soaps, perfumes, bottled; manicure goods, thermometers, other than clinical; hard rubber syringes, cutlery, razors, pocket knives and scissors, strops and lather brushes, box writing papers and the staples in stationery sundries, as ink, mucilage, paste, etc.

Among the lines of goods that will carry a greater profit than one-third of the retail price— $33\frac{1}{3}$ per cent.—are: Tooth brushes, soft rubber goods, atomizers, bulb and fountain syringes, hot water bags, tubing, sheeting and such surgical appliances as stomach and rectal tubes, catheters, bougies, ice bags, etc., when sold to the public; surgical dressings, cotton, gauzes, bandages, plasters, ligatures, etc., when sold direct to consumers; thermometers, clinical; sponges and chamois; fancy china, as shaving mugs, powder boxes and other toilet accessories; cut glass perfume bottles and other toilet table furnishings, fancy novelties, holiday goods, etc.

Among the articles on which less profit than $33\frac{1}{3}$ per cent. must be taken, ranging from that down to 10 per cent., or sometimes even less, are such lines as: Proprietary toilet preparations and articles for cosmetic use that have a large sale through extensive advertising; toilet soaps, perfumes, toilet complexion and tooth powders; the creams, pastes and lotions of the fashionable or popular “beauty doctor,” as the female complexion artist calls herself.

The profit or loss made upon goods of this class should be governed by the prevailing prices charged for them in stores in one's own town and in the nearest large shopping center. The goods of this class are sold by the big department stores, the fancy grocers and cutting drug stores. They are often cut so that the retail price is about

equal to the wholesale cost, when bought in small quantities, and are occasionally offered for one day at a special price that is less than cost.

In these goods, that are bought exclusively by women, the pharmacist who asks full price, or nearly so, is most unwise. By taking a small or no profit at all upon a limited number of articles in this class the reputation of being high priced is avoided.

The name of being “a dear store” is well nigh fatal to a business catering to women's trade. It is a reputation too easily acquired by the druggist who neglects to keep tab upon the prices at which these goods are sold by competitors. There can be no worse policy in pricing goods than that of asking a customer 20, 25 and 50 cents, respectively, for her favorite soap, tooth power and toilet powder, when she can purchase them at her dry goods store for 12, 17 and 37 cents.

This does not apply to proprietary medicines or to all toilet preparations, but to the “leaders” in the latter class.

By meeting the competition on these leaders the druggist can hold and increase his trade in all lines of fancy goods and sundries. When Mrs. Smith tells her neighbor Mrs. Jones that the big department store down town is selling Pears' soap for 12 cents, the latter will not feel greatly interested if she can say that her druggist charges but 13 cents, and it is probable that Mrs. Smith will take her trade to that drug store.

On the other hand, if Mrs. Jones's druggist is asking 20 cents for this soap, she will be impressed with the fact that the druggist is “dear” and that the best place to buy soap is at a dry goods store. Upon visiting the “drug department” of the dry goods establishment she will see many other things that she has been buying at the drug store, many of them marked with a less price than she has been paying, with the result that she will get into the habit of buying druggists' sundries and toilet goods there.

It is in this way that so large a portion of the trade in these lines has been secured by department stores. It is a trade that was entirely in the hands of the druggist prior to the coming of the department store, and could have been held, for the greater part, had druggists been more wide awake and adopted a more aggressive policy in meeting competition. Even at this day there are many druggists who do not trouble themselves to ascertain the prices of competitors.

Margin of profit and business policy are so inextricably linked that it is impossible to talk of one without the other. Policy dictates the profit.

It is not a wise policy to try to meet every cut price of competitors upon each and every article in stock. It is good policy, however, to sell a few “leaders” at as low a price as the lowest competitor. These “leaders” are usually the best advertised proprietaries. By pursuing this policy a store escapes the reputation of being high priced.

The selling price of an article is somewhat qualified by its inaccessibility. The druggist is the man on the spot, the place most convenient to those living near by. Their trade naturally belongs to him, comes to him and stays with him, so long as he takes good care of it. When he allows other stores to offer these people the same goods for less money than he does, he is in danger of losing this trade, and it is only a question of time when he will lose it.

If he is asking 20 cents for Pears' soap and it is being sold in another store two or three blocks away at 12 cents, one by one his customers using that brand of soap will hear of it and go there for it, and for other things, unless he meets that price. If, however, the store selling

it at 12 cents is way down town in the shopping district, our druggist can safely fix his price at 13 or 14 cents; or, should it be a store in a nearby city, 10 or 20 miles away, he can put his price at 15 or 16 cents.

At the latter figures a fair profit is made and very few people would take the trouble to buy it or carry the soap home from the big city store, even when shopping there for other things.

We say fair profit because the selling expense is small. An article of this kind is bought and sold with an infinitesimal expenditure of time and money. A line of writing brings it into the store, along with other goods ordered at the same time, the freight charges on it are an extremely small fraction; it occupies little space in the store, no time is expended in displaying it in cases or show windows, nor in showing it and talking it up to customers. When it is called for it is quickly wrapped and handed out and the money received, that is all.

There is often more real net profit in a staple article sold at a profit of 10 to 20 per cent. than in a good many things that are sold at a (gross) profit of 100 per cent.

The buying and selling of the higher priced article may, in some cases, cost a greater amount than the profit, and an actual loss be made on its sale. Time consumed in buying from travelers or a trip to market, valuable storage room taken up, frequent arrangement in window and other displays, expense of advertising, insurance, interest on investment, etc., are things that consume the apparent profits upon high priced goods that are slow of sale, to say nothing of deterioration, breakage and a drop in the wholesale price.

At the same time every endeavor should be made to switch the consumer of small profit goods to similar goods paying a larger percentage, a thing more easily done in fancy goods and sundries than in some other lines. Women who buy perfumes, soaps and toilet preparations are a good deal like men cigar buyers; they stick to one favorite brand for awhile and then lose their liking for it and are ready to try something new. A word of recommendation from the druggist decides the matter then.

In these particular lines the druggist has a powerful means for building up and holding his entire sundry and fancy goods trade, and likewise the department store for taking it away from him.

They lie outside pharmacy proper, are strictly mercantile in character and must be dealt with according to the trade usages that prevail in modern merchandising or abandoned entirely. It is better not to stock an article than to offer it to one's customers at a considerably larger price than it can be purchased at a nearby competitor's.

Keep good reliable goods, gradually working into better and higher priced grades, and charge a fair profit on them. Keep a different line or make than those carried by competitors—goods that your customers won't see and price in other stores. But, above all, keep your prices on goods bought exclusively by women on a level with competing stores. A woman will cheerfully pay 90 cents for a patent medicine if you sell her her face powder for 16 cents, same as the dry goods store does, even when she knows that the latter sells the "patent" at 67 cents.

SALOL DENTIFRICE ELIXIR (SAHL'S).

	Parts.
Clove buds.....	20
Cinnamon bark.....	20
Anise seed, star.....	20
Cochineal.....	10
Alcohol.....	2000
Macerate for eight days, filter and add:	
Peppermint oil.....	10
Salol.....	5

THE AQUEOUS PREPARATIONS OF MENTHOL¹

BY M. DE CRESANTIGNES

While very soluble in alcohol, ether, chloroform, oils and fats, menthol does not dissolve in water, or even in water mixed with a considerable amount of alcohol. If, for example, the following formula be compounded:

Menthol.....	Cc. 5
Alcohol.....	Gm. 25
Distilled water.....	Cc. 100

almost the entire amount of menthol tends to recrystallize and to float on the surface of the solution. This is therefore not a good preparation. In order to make a permanent solution only a very small amount of water must be added to the alcoholic solution, and a mixture of this kind could not be taken internally without danger.

I do not know that there has ever been published a procedure for preparing aqueous solutions of menthol. This may be the reason why many physicians do not ordinarily employ this substance, and such a neglect is deplorable, for menthol is endowed with interesting properties, being, for example, a most efficient anti-emetic.

M. Chaffard has kindly communicated the following fact to me: Having administered to a patient a potion of ipecac aromatized with syrup of mint, he found that the remedy remained without effect. Hence menthol possesses a powerful anti-emetic effect, which is far more efficient than that of Riviere's potion, or of ice.

I have been able to obtain very good aqueous solutions of menthol by the use of the tincture of quillaja (soap bark), a tincture very frequently employed in the manufacture of emulsions. The following is one formula for such a solution:

Menthol.....	Gm. 0.03 to 0.05
Tincture of quillaja.....	Cc. 5.0
Glycerin.....	Cc. 10.0
Distilled water, enough to make.....	Cc. 125

Dissolve the menthol in the tincture; add the glycerin and then the water in small quantities, shaking after each addition. Sig.: Dose, one tablespoonful. In this is obtained an emulsion-like solution, of a light amber color, which keeps well even without shaking. The glycerin is not indispensable, but it appears to add to the action of the tincture.

The amount of menthol which enters into the composition of this solution may seem small. I should advise, however, that it be not increased. It is better to give several spoonfuls of the medicine, for in higher concentrations menthol water produces a sense of burning.

The following preparation used externally is of value in frontal headache in patients with or without fever:

Menthol.....	Gm. 0.15 to 0.30
Tincture of quillaja.....	Cc. 10.0
Distilled water, enough to make.....	Cc. 155

M. S. For external use.

This preparation is used by soaking a compress folded in four, which is applied to the forehead. At the end of from three to five minutes a pricking sensation is felt on the forehead which would be painful if it were prolonged. The application is then replaced by one of pure water, and then again the menthol compress is applied, and so on.

For use as a mouthwash, or as a gargle, I would recommend the following solution:

Menthol.....	Gm. 0.10 to 0.20
Tincture of quillaja.....	Cc. 20.0
Distilled water, or saturated solution of boric acid, enough to make.....	Cc. 1,000

M. S. Mouthwash.

¹ Translated for the AMERICAN DRUGGIST from *Les Nouveaux Remèdes* for January 8, 1903.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Kimanga from Erythrophlæum Coumings, Baillon. By Dr. Edouard Haeckel (*Répertoire de Pharmacie*, December, 1902).—The name Kimanga is given by the Sakalaves of Madagascar to the poisonous substance derived from *Menabea venenata*, Baillon. Baillon described, under the name *Erythrophlæum Coumings* a leguminous plant, of which all parts are very toxic, and which is found in Ambongo of the Seychelles. The Coumings of the Seychelles becomes Komanga or Kominga in Madagascar. The author received some specimens of the plant from his correspondent in Madagascar, M. Perrier de la Bathie, who gives some interesting data concerning its growth. The specimen included some flowers, which according to Baillon, are unknown, and the description of these is therefore new. All the parts of this plant are poisonous, and the natives even believe that its odor is deadly. The bark is the portion employed as a poison and as a medicament, and a very small dose of it is sufficient to kill a dog of moderate size in a few minutes. The principal symptoms produced are vomiting, passage of mucus and gas and bloody stools. The bark may be used in very small doses as an emetic, but if the dose is larger the patient invariably dies. The bark is also used as an application to ulcerating wounds with good results. The natives are so afraid of its toxic effects that they avoid stepping on the plant when they encounter it. The correspondent says that he has noticed severe headaches to result from the mere handling of the bark. The bark has a bitter taste, and immediately on swallowing a very small particle there ensued disturbances of vision, violent headache, lumbago and profuse perspiration. The Malgaches are so superstitious about the plant that they never take any of it without first sacrificing a red cock, and after discharging their bows at the tree, take it with their face turned toward the East. The tree is from 20 to 30 meters in height, glabrous throughout, with a very straight stem from 40 to 70 cm. in diameter, with a brown wormeaten bark covered with lighter yellowish spots; alternate bipinnate leaves, 30 cm. in length with opposite pinnules, alternate leaflets with short petioles, evenly or unevenly oval, with rounded base, shortly acuminate, somewhat obtuse at the apex with numerous pennate venues, more marked on the upper than the lower surface. The flowers remind only in color of those of *Erythrophlæum Guineense*, and should not be mistaken for them. They are hermaphrodite, disposed in long ears, with very short peduncles. They are dark green in color at the base of the calyx and lighter at the apex, the petals are light green (Nile green or water green), with long hairs at their borders, giving them a velvety look. The ovary is placed on a long support and markedly hairy; there are ten stamens and there is no pistil, which indicates a polygamous development. The fruit is a large legume, with ligneous envelope of a chocolate-brown color, with very well marked network of fibers running over it. It has a long pedicle, is unevenly oblong, very thin at the base and rounded at the apex with a faintly visible tuft of hairs at the end. It contains from one to four seeds, placed on plush like projections, each of which is provided with a depression containing the seed. The exact distribution of this interesting plant is not known as yet. It is found in the Seychelle Islands, on the mainland of Madagascar, etc. Its uses and chemical composition are not as yet fully determined. Everything points to the probability that the bark will find use in Europe in the treatment of heart disease. Gallois and Hardy found

in it an alkaloid which is very similar and probably identical with erythrophleine. Extracts made from the leaves and bark paralyzed the heart in frogs. This is all that is at present known concerning the physiological action and the chemical composition of this plant, but the further study of it has already been undertaken and will soon be published.

The Danger of Using Picric Acid Solutions in Burns.—Manseau (*Bulletin des Travaux de la Société de Pharmacie de Bordeaux, L'Union Pharmaceutique*, September, 1902) calls attention to the serious danger of using picric acid solutions on extensive skin burns for any length of time. The pharmacist is frequently called upon to treat burns in emergencies, and the author always keeps a 1 per cent. solution of picric acid ready for this purpose. The application of this solution gives almost instant relief for the pain of a burn. A child was frightfully scalded by an overturned pot of boiling water, and the author applied about half a liter of the above mentioned solution to the whole extent of the burn, using aseptic cotton and gauze for this application. A physician was called and found it advisable to continue the treatment thus begun for several days. After 48 hours of application of picric acid solution renewed two or three times daily, the patient suddenly grew weak with an elevated temperature, with a marked redness of the skin over the area that had not been burned and a yellowish red urine. Picric acid was found in the urine in considerable quantities, and it was concluded that the child was absorbing too much of this chemical, and voiding it by the kidneys. The picric acid solution was then stopped by the physician, and an ointment of aristol was substituted. Immediately the temperature fell, the skin and the urine of the patient resumed their normal colors, and the little patient recovered completely. Hence there was the beginning of a picric acid poisoning in this case, caused by the too great absorption of this substance through the skin. Patients who are treated with solutions of picric acid for burns should therefore be carefully watched for symptoms of poisoning.

Gallic Acid and Cinnamic Acid in Chinese Rhubarb.—Gilson (*Revue Pharmaceutique des Flandres*, July, 1902) confirms the observation of Brandes, Tschirsch and Heuberger, who found gallic and cinnamic acids in Chinese rhubarb. He finds that gallic acid occurs in Chinese rhubarb in the free state and also as a compound soluble in water, and in a second compound insoluble in water. It is probable, according to the author, that the free gallic acid is derived from a decomposition of the two other compounds. He isolated cinnamic acid from Chinese rhubarb, and found that it corresponded to all the tests of cinnamic compounds. It was soluble in boiling water, in alcohol, ether and benzine, and melted at 133 degrees C. The odor of benzoic aldehyde was given off when it was treated with potassium permanganate. Gilson also found that the so-called tannin of rhubarb is not a single body, but consists of three distinct crystalline substances. (1) a glucoside, $C_{13}H_{16}O_{10}$, which is split up into glucose and gallic acid, and which the author named glucogallin; (2) a second glucoside, called tetrarin ($C_{32}H_{32}O_{12}$), which is split up into glucose, gallic acid, cinnamic acid, and a new substance having the odor of rhubarb called rheosmine which melts at 79.5 degrees C., and is an aldehyde; (3) a catechine; (4) a body, which if treated by boiling with dilute acids, furnishes glucose and a reddish substance (rhotannic acid, Kubly; tannoglucoside, Tschirsch) which the author has as yet been unable to obtain in a pure state.

AMERICAN PHARMACY FROM A BRITISH VIEWPOINT.

Some Typical Pharmacies and Pharmacists Described
by a Member of the Pharmaceutical Society
of Great Britain.

At a meeting of the London Chemists' Assistants' Association, held in London on February 26, Thomas Maben, F.C.S., in a paper recounting his experiences in a recent trip to the United States, gave an interesting description of certain New York pharmacies and pharmacists, and mentioned several inventions in pharmaceutical processes or preparations which are typically American. He began his paper with a description of New York, and illustrated by means of lantern slides the different points of interest. Some of the things which impress the foreigner who sees New York for the first time from the lower bay are noted by Mr. Maben, as for instance where he describes the "lay" of the city:

The city lies low and the land is flat, so that there are no such interesting views, as, for example, greet the eye when you catch the first glimpse of Quebec from the river. The atmosphere is clear, and if the weather be fine a good view is got of the sky line as you sail past. There is a comparative

ABSENCE OF FOGS

in New York, certainly the black fog or the pea soup variety which you are all so familiar with in London is entirely absent. This is due to two causes, first, the use of anthracite coal, which is almost smokeless, and, secondly, the system of public heating, which consists in the distribution of steam to those who take advantage of it. Most of the great buildings in the business section of the city are heated in this way, and steam is paid for just as we pay for water, or possibly electric current, and you can turn on warm air or shut it off, at any hour, night or day. The waste steam as it escapes through the chimneys of the houses has just the appearance of white smoke, and to a newcomer this is quite interesting. Twenty years ago the most prominent feature of the landscape as you drew near the city was the spire of Trinity Church. To-day it is difficult to locate this spire, and a stranger unaided might never see it, hemmed in as it is by solid blocks of masonry, which tower far above its slender summit.

NEW YORK'S SKY SCRAPERS ARE WORLD WONDERS.

The buildings in New York are surely entitled to be classed as one of the wonders of the world. Owing to the limited area in which the everincreasing business of this great city is conducted, the wholesale section occupying only a small portion of the city at the extreme end of the island, expansion can only take place in one direction—namely, upward. How far up they mean to go it is difficult to say, but already they have buildings over 30 stories in height, and you can understand that to a European these buildings look fairly tall in more ways than one. It is most interesting to watch the construction of one of these huge edifices. The frame work is made of steel throughout, and after all the beams and pillars have been bolted and securely fixed a facing of brick, or freestone, or granite is added, this being not for security, but more for appearance or comfort. The rapidity with which these houses are erected surpasses belief, and it is a curious fact that the upper part of the building may be finished and even occupied, while the lower part is nothing but a network of steel columns and girders. Then every available foot of ground is occupied.

THE FLAT IRON BUILDING.

Here, for example (showing a lantern slide), is New York's very newest in the shape of buildings, the Flat Iron Building, which stands at the intersection of Broadway and Twenty-third street, close to Madison square. This building was not begun to be built nine months ago; now it is complete and occupied.

You may be interested to hear that the erection of this building is said to have had a curious effect in regard to air currents, and a case is at present pending in the New York courts, one man suing the owners of the building for a large sum as compensation for the blowing in of his windows, which has happened several times since the building was erected. Then the street passengers are knocked about in all sorts of rude and unkindly fashions, so that it appears as if



THOMAS MABEN, F.C.S.

the Flat Iron Building may not be an unmixed blessing to the locality.

When you go to New York your first duty should be to seek out a member of the Drug Trade Club, and if you are as fortunate as I was you will be entertained there every day and meet men whose names are familiar in pharmacy circles over all the world. This club meets right at the top of one of the huge buildings, some of which you saw in an earlier view. In this club you will meet every one in New York pharmacy worth meeting, and prominent among these you are certain to find Mr. Mayo and Mr. Keenan, of the AMERICAN DRUGGIST, to both of whom I am much indebted for a large part of the information contained in this paper; Geo. J. Seabury, S. W. Fairchild, Colonel E. W. Fitch and many others I might name.

THE PRACTICE OF PHARMACY IN NEW YORK.

What impresses a foreigner after he has obtained a surface acquaintance with the conditions of pharmacy in the metropolis of the United States is the apparent lack of a central authority. The practice of pharmacy is regulated by law throughout the State of New York through a board composed of 15 members, and this board is divided into three parts, or branches, each of which exercises autonomous functions in its district. In the Middle and Western sections the members are elected by vote of all the registered pharmacists in the respective districts, while in the Eastern, or New York City section, the franchise is restricted to the members of certain organizations, who are registered pharmacists. One would naturally think that the Board of Pharmacy in each district would be looked to as a source of authority in all matters affecting pharmacy in the district in question, but such is not the case. One who is thoroughly familiar with pharmaceutical affairs in New York City has kindly furnished me with the following statement: "With a population of upward of 1,800 registered pharmacists, the larger movements in pharmacy are directed by organizations or societies representing, per-



View from the Flat Iron Building, Looking North.

haps, 50 per cent. of this number, if the membership of the New York College of Pharmacy be included. Prior to the organization of the Manhattan Pharmaceutical Association in 1890, the old City of New York (Manhattan Borough) possessed no business organization of pharmacists in which pharmacists of all nationalities were eligible to membership. The German Apothecaries' Society was the most influential organization in the city, but its membership was restricted to pharmacists of German birth or parentage. Notwithstanding this fact, the society is a most important factor in pharmacy in the City of New York. Of course, the great preponderance of German pharmacists in the city has something to do with this. The Germans practically monopolize the practice of pharmacy in New York, though, curious to say, some of the most prosperous establishments are conducted by Englishmen and Scotchmen, and many of the most important contributors to the literature of pharmacy in the United States

played, but in New York the underground system is used. Behind the Worth Monument is the place of business of

CASWELL, MASSEY & CO.

The firm of Caswell, Massey & Co., of New York City and Newport, R. I., operate six pharmacies, three in New York and three in Newport. The business is a very old one, having been established in Newport in 1780. John R. Caswell, the senior member of the firm, is a native of Newport, having served a regular apprenticeship to the drug business in that city with his brother, Philip, who took him into partnership when he established his first branch in New York under the Fifth Avenue Hotel in 1859. This was the first of Caswell, Massey & Co.'s stores in New York City. The firm then bore the title Caswell, Mack & Co., which was shortly afterward changed to Caswell, Hazard & Co., a name which was retained until the dissolution of the firm in 1876, when John R. Caswell



Exterior of Caswell, Massey & Co.'s Pharmacy at 1122 Broadway, from the Fifth Avenue Side.

are of English or Scotch birth. The pharmaceutical press is free from German influence, the editors of the principal journals being either native American or of Scotch or English birth or descent. The services of English chemists are in demand, and Englishmen are to be found at the head of the chemical laboratories of some of the leading wholesale chemists."

Let me now draw your attention to a few of the prominent New York pharmacies and pharmacists, regarding some of whom I am able to give you authentic and interesting particulars. The view now on the screen is such as you would see looking north from the windows of the Flat Iron Building. The large white building on the left is the Fifth Avenue Hotel; directly in front is the monument erected to the memory of Major General Worth, of the United States Army, who fought in the Civil War; immediately to the right of this runs the famous Fifth avenue, a street of palaces, and still further to the right is seen a portion of Madison square. The street running diagonally across the picture is Broadway, and on it you will see electric cars. As a rule in America, as in most of the cities in Great Britain, the overhead wires are em-

formed a partnership with William M. Massey, who had been manager of the store for six years, and the name of the firm became Caswell, Massey & Co., which has been the style of the firm ever since. After the dissolution of the firm, Caswell, Massey & Co. opened a pharmacy under the Hoffman House on the next corner from the Fifth Avenue Hotel; and when the Hoffman House was torn down to be rebuilt in 1882 the pharmacy was moved across the street into the Townsend Building, then occupied by the Worth House, a well-known hotel in those days. These premises were occupied until May, 1896, when the firm moved to their present location on the other side of Broadway at the junction of that thoroughfare and Fifth avenue, where they occupy the ground floor of the building formerly tenanted by the New York Yacht Club, on a site that is probably the most commanding, as it perhaps is the most expensive, in New York City.

The success of the firm under the able and conservative management of the principals was constant and rapid. While branches were established at 578 Fifth avenue and 355 Columbus avenue, the Madison square branch at the intersection of Broadway and Fifth avenue remained the principal establish-

menut under the direct supervision of Mr. Massey, Mr. Caswell assuming the direction of the branch at 578 Fifth avenue and Henry H. Butler, one of the partners, taking charge of the Columbus avenue branch.

William M. Massey has been connected with the firm since 1871, and is a well-known figure in New York life, in social as well as in pharmaceutical circles. His introduction to the drug business came about in Montreal shortly after his father, the Rev. Samuel Massey, moved there with his family from Cheshire, England, in 1854. Mr. Massey was apprenticed to the old established firm of Lyman, Savage & Co., pharmacists, Montreal, and served seven years, studying chemistry meanwhile at McGill College. After completing his apprenticeship he engaged in business for himself at 28 Sparks street, Ottawa, but being ambitious and having a yearning for a wider field of endeavor, he moved to New York. This was in 1869, after seven years' experience as a proprietor. In

has been very active, having been president, vice-president and secretary at various times, and the British Schools and Universities Club, of which he is a director, than from his connection with the College of Pharmacy of the City of New York and other local pharmaceutical organizations. He is probably one of the oldest members of the college, and has always taken a lively interest in its welfare. He maintained very close personal relations with the late Dr. Charles Rice, and they were warm friends, besides being closely associated in the work of the college, for they served together on the Board of Curators of the New York College of Pharmacy for several years. Mr. Massey's services to the college are well known to all who are familiar with the history of its affairs. He introduced business methods, and did much to shape the executive policy of the institution on business lines at a time when the management of the college was rather loose. He has, perhaps, a larger acquaintance among the graduates of the col-



General View of Caswell, Massey & Co.'s Establishment at 1122 Broadway, New York.

reviewing the career of Mr. Massey one cannot fail to remark the fact that the principal events in his life seem to occur in septenary cycles.

Mr. Massey has always taken a keen interest in athletics and sports, and before leaving Canada, at the time of the visit of the Prince of Wales to America, he was selected as one of the 20 gentlemen who were chosen from the whole of Canada to compete in a contest in the national game of lacrosse, for the entertainment of the royal visitor, against 20 Indians selected from the different tribes, in which the Canadians were the victors. Having served in the volunteer service in Canada as a member of the Third Regiment, it was natural, upon taking up his residence in New York, that he should be attracted to the interests and affairs of the National Guard of his adopted country, and so he joined New York's crack military organization, the Seventh Regiment, and served with distinction for seven years. He is less known to pharmacy from this connection, and his membership in such social clubs as the New York Club, the Union League Club and British societies, like the St. George's Society, in which he

lege than many of his former associates on the Board of Trustees, for besides being vice-president, he was for several years chairman of the Committee on Commencement Exercises, and took a prominent part in these functions. On his resignation from the office of vice-president of the college, Dr. William Jay Schieffelin was elected to succeed him. Mr. Massey has always been distinguished as a conscientious worker, and his appointment on a committee carried with it the assurance that so far as he at least was concerned no effort would be spared to accomplish the full object and purpose of the committee. When the retail druggists of New York decided to organize themselves into an association for the promotion and protection of their business and legislative interests they found no stauncher supporter than Mr. Massey. His name was signed to a call issued by a committee, and at a meeting in the College of Pharmacy on Saturday, February 4, 1899, when the Manhattan Pharmaceutical Association was organized, Mr. Massey presided over the temporary organization, and afterward served as a member of the Executive Committee and was instrumental up to a recent date in shaping the

policies of the association. The increasing pressure of business interests, coupled with a desire for rest and relief from college, club and association work, has of late led him to relinquish his active connection with many of the institutions in which he was formerly so conspicuous.

Caswell, Massey & Co. are one of the few remaining old, conservative firms which give tone to pharmacy in New York. Although surrounded by cutters, proprietary articles cannot be purchased in any of their stores under the established price, and it need hardly be said that the firm resolutely decline to engage in the sale of liquors, or any of the questionable side lines which have been added to the stock in trade of many otherwise respectable pharmacies within recent years. Of course, it is impossible, too, for habitués to purchase morphine, chloral or any other narcotic drugs at retail in any of their establishments. The firm have a reputation as first-class prescription pharmacists, and they are known besides

operation the dreams of those who have predicted the ultimate separation of the trade in general articles of merchandise, proprietary medicines and toilet articles from the more purely professional occupation of prescription compounding and analytical work, which is believed by a not inconsiderable number to be the ultimate metier of the educated, scientific pharmacist.

It was in 1881, just nine years after he had graduated from the Philadelphia College of Pharmacy, where he had the great advantage of pursuing his pharmaceutical studies under such masters as Procter, Parrish and Malsch, that Horatio N. Fraser opened his first pharmacy in the basement of the building at 208 Fifth avenue, and made his appeal for the patronage of the physicians in the vicinity. Mr. Fraser was born in Providence, R. I., but received his early education in Davenport, Iowa, where he removed with his parents at an early age. Shortly after graduating from the Davenport High



View in the Prescription Department of Caswell, Massey & Co.'s Establishment at 1122 Broadway.

as a high class importing house, handling many specialties of foreign manufacture, which are purchased abroad for exclusive sale by the firm. The firm have a large wholesale connection for the sale of their celebrated colognes, toilet specialties, etc., which they manufacture on a large scale in the laboratory connected with their Fifth avenue store. The firm employ about a hundred people, and it is a matter of common knowledge among the trade that they pay their clerks and assistants higher salaries than obtain in similar establishments in New York or elsewhere, one result of which is that the clerks are not constantly changing; on the contrary, several have been in the service of the firm for periods of 25 and 30 years.

FRASER & CO., NEW YORK AND CHICAGO.

The pharmacies of Fraser & Co., at 262 Fifth avenue, New York, and 28 Washington street, Chicago, are unique of their kind in the United States, for they are purely prescription pharmacies and are representative of the few retail drug establishments in the United States which realize in their

School he returned to Providence, and after spending some time in preparation for the entrance examination for Brown University, his plans were changed, and he was apprenticed to the drug business, engaging with W. B. Blanding, at that time one of the foremost and most respected pharmacists in New England. When his term of apprenticeship ended he continued his studies and soon after matriculated at the Philadelphia College of Pharmacy. Immediately after obtaining his diploma he went to Chicago and became connected with the firm of E. H. Sargent & Co., then, as now, the leading firm of retailers in the West. After a brief experience in the Western metropolis he moved East and entered the employment of the firm of Caswell, Hazard & Co., the members of which were Roland N. Hazard, John Hazard and Herbert Hazard, Mr. Caswell having severed his connection with the firm some years before to establish the independent concern of Caswell, Massey & Co. In 1878, while he was a clerk in the employment of this firm, Dr. Robert M. Fuller, of New York, conceived the idea of putting up medicines in tablet form, and as an evidence of the esteem in which Mr. Fraser



From the painting by Thomas Waterman Wood, P.N.A.
HORATIO N. FRASER.

was then held, it may be stated that it was to Mr. Fraser that Dr. Fuller turned for advice and aid in the development of his idea regarding the administration of medicines in tablet form. Dr. Fuller had experimented with a number of drugs, alkaloids and tinctures to prove that trituration prepared a drug better for absorption, and that the tablet as suggested by him was the best and most convenient shape in which such triturations could be dispensed. Mr. Fraser gives Dr. Fuller all the credit for the medical and pharmaceutical development of the idea. Mr. Fraser assisted him in the mechanical part of the work, and put the method into practical operation. After vainly endeavoring to get his employer, Mr. Hazard, interested in the development of Dr. Fuller's idea, Mr. Fraser decided to branch out into business for himself and start the manufacture of tablets by the Fuller process in connection with the conduct of a retail pharmacy. Leaving Caswell, Hazard & Co. on July 21, 1881, he engaged in business by opening the pharmacy at 208 Fifth avenue, as already mentioned, and with a plant consisting of a mortar and pestle and 20 hard rubber molds he commenced the manufacture of tablet triturates, besides making a bid for such prescription business as might come his way. The working force of the store consisted of Mr. Fraser and a porter, the latter being still in the employment of the firm.

For the first three years after making this venture he faced numerous difficulties, and confesses to some despairful experiences, as at one period when the receipts for the day amounted to but \$1.40. But he never lost courage or abandoned hope, and after battling for a while with adverse circumstances the tide turned; physicians began to send patients with their prescriptions, and an almost exclusively prescription business was gradually developed, though a considerable trade was also carried on in physicians' supplies, etc., side by side with the development of the tablet triturate industry.

The premises at 208 Fifth avenue were soon found inadequate for the accommodation of the growing business, and after a few years the entire building at 262 Fifth avenue was leased and the retail business was moved there. Besides prescription compounding proper, which calls for the services of nine licensed pharmacists, an extensive and profitable department of analytical and bacteriological examination is conducted. This department is under the direction of Dr. J. Bergen Ogden, formerly Professor of Physiological Chemistry at Harvard University. The average monthly receipts from this department alone amount to \$1,500, while the income from all departments of the retail pharmacy amounted last year to \$85,000; the receipts of the Chicago branch for the same period amounting to \$50,000. The store is unique, original and complete—a prescription work shop, with all counters and work open to inspection; no fancy goods, no perfumes, no confectionery, no soda water, no trade sundries, but everything in the way of medicines and sick room comforts that a physician wants. It has long enjoyed the patronage of the best physicians and families in the City of New York, and because of the character of the business established by the quality of the services rendered to its patrons is doubtless the most profitable retail drug store in the United States. The

remarkable development of Mr. Fraser's enterprises during the brief period of 20 years is ample testimony of his great business ability.

In 1888 the increased demand for tablet triturates made it necessary to branch out, and in this year the Fraser Tablet Triturate Mfg. Company were incorporated and a small factory started in Fortieth street, New York. The business steadily grew, and 12 months had scarcely passed before larger quarters were sought in Abingdon square. Still more commodious quarters were later leased in Vandewater street, and, the business constantly expanding, in 1895 a tract of land was purchased at Eighteenth street and Eighth avenue, Brooklyn, for the erection of a manufacturing establishment and laboratories. Constant growth in various directions has necessitated the erection of new factory buildings on this site until the structures devoted to laboratory work proper and the bottling, packing and shipping of the numerous preparations manufactured by the firm now cover nearly 30 city lots.

The firm were first incorporated in 1888 with a capital stock of \$20,000. The last incorporation of the firm made necessary by their growth and development in the directions indicated was in 1901, when the several interests of Fraser & Co. and the Fraser Tablet Triturate Mfg. Company were taken over by the Fraser Tablet Company. The capital stock of the latest incorporation amounts to \$1,500,000, divided into 15,000 shares of the par value of \$100 a share.

Mr. Fraser, the president and manager of the company, is of Scotch descent, though his forbears for several generations have lived on American soil, his father being a native American and his mother a Canadian from Nova Scotia. He exhibits many of the characteristic qualities of his Scottish ancestry. Besides being gifted with unusual executive ability and possessing all the attributes of a hardheaded business man, Mr. Fraser is, withal, a connoisseur in art and literature, and has served with distinction as a member of the Art Committee of New York's famous literary and art club, the Lotos Club, which is known in all quarters of the globe where civilized men do congregate from its Saturday evening functions, when men of eminence in various walks of life—statesmen, famous authors, artists, etc., are the honored guests, and the evening is spent in speechmaking, story telling and the exchange of reminiscences. He is now chairman of the House Committee and the Committee on Finance of the Lotos Club, and is a member of the Art Committee of the Union League



Exterior of Fraser & Co.'s New York Pharmacy at 262 Fifth Avenue.



Section of the Prescription Department in Fraser & Co.'s Pharmacy, 262 Fifth Avenue, New York.

Club. Some of the other societies and clubs with which he is connected are the Montauk Club, Brooklyn; the Aldine Club, the Chemists' Club, the New England Society, the Historical Society, the Geographical Society, the Microscopical Society, the Chamber of Commerce, the New York Board of Trade and Transportation, the American Pharmaceutical Association, the Manhattan Pharmaceutical Association and the New York College of Pharmacy. Of his services to the last named institution the record is writ large in the history of the college. He was its treasurer for a number of years and has been active in committee work.

The picture of Mr. Fraser on the screen is from a painting by Thomas Waterman Wood, P.N.A., in the possession of the Lotos Club, New York. Mr. Wood painted the portrait in oil under commission from the Lotos Club, where the picture now hangs.

THE MANUFACTURE OF TABLETS.

Before I go further let me refer briefly to the manufacture of tablet triturates and compressed tablets. The preparation



View in the Pathological Laboratory of Fraser & Co., 262 Fifth Avenue, New York.

of the first named is exceedingly simple. The active ingredient, which may be a tincture, or a fluid extract, or a powder, is very carefully triturated with finely powdered sugar of milk, containing a small proportion of some material to give it slightly cohesive power. Alcohol or some other liquid is now sprayed on the powdered mass, and, this having been mixed to a plastic condition, is filled by means of a spatula into molds of the required capacity. The mold is usually a hard rubber plate perforated with holes. The mass is filled into these and presently they are pushed out by means of another plate, which is faced with pegs exactly corresponding to the holes. If alcohol be employed the evaporation is quite rapid and the tablets can be handled in a very short space of time. In passing through one laboratory I saw a number of girls engaged on one batch of material. This batch happened to be part of

a lot which consisted of 2,250,000 of $\frac{1}{4}$ -grain hypodermic tablets of morphine. The quantity of morphine sulphate involved in this operation was considerably more than three-fourths of a hundredweight, while 14 gallons of 90 per cent. alcohol were required for moistening purposes.

The credit for the introduction of the idea of compressing drugs into tablet form belongs to an Englishman, Mr. Brockendon, who as far back as 1844 took out a patent for the compression of powdered drugs and chemicals into a solid mass without the use of gum or other adhesive material. In May of that year the editor of the Pharmaceutical Journal referred to specimens of bicarbonate of potash compressed by this method. The compressed pill did not catch on in this country, but in America Jacob Dunton, of Philadelphia, took up the idea with enthusiasm. Following him John Wyeth & Brother, of Philadelphia, and Parke, Davis & Co., of Detroit, developed the business still further, and in the early seventies it was in full swing. Some years later Wyeth's tablets were introduced



Exterior of Fraser & Co.'s Chicago Branch Establishment.

into this country as a novelty, and now the sale of tablets almost rivals that of pills. In the preparation of tablets the powders are first milled, then granulated by suitable means, and last of all compressed.

When in America recently I had the pleasure of seeing a whole flat of compressing machines, some of which were capable of compressing 500,000 tablets per day. In this view (lantern slide) you see three powerful machines, each of which compresses at once four tablets of the large lozenge variety, and the three have a capacity of 500,000 tablets daily. Here is a photographic representation of 40 machines, having a capacity of from 35,000 to 500,000 tablets daily, and here are half a dozen having a combined capacity of 2,000,000 tablets a day, each machine being capable of compressing 1,000 pounds



Interior of Fraser & Co.'s Chicago Branch.



Section of Interior of Fraser & Co.'s Chicago Branch.—Front Part of the Establishment.

of material into tablet form per day. This view shows one of the rooms devoted to coating tablets, the pans being similar to those used by confectioners, and here you have the result of one day's work, the boxes and barrels containing many millions of finished tablets.

While I am showing these slides let me also throw on the screen a couple of views of modern pill machinery. The capacity of these machines is very great, some hundreds of thousands being turned out daily, and after being seasoned they are coated either with gelatin or sugar.

A few years ago gelatin coating was accomplished by impaling the pills on needles and dipping them into a solution of gelatin. This practice, which may still be in vogue in some places, resulted in a small pin hole being left in the coating, which permitted of evaporation and oxidation, and consequent deterioration of the pills. The method of coating shown on the screen is very simple. The pills are arranged in rows on a long perforated hollow metal bar, to one end of which is attached a flexible tube. The air having been exhausted, the pills are held firmly in position on the perforations in the tube. The bar is then inverted over the gelatin bath, carefully lowered till the half of the pill has been immersed in the solution. It is then placed on the top of the machine and slowly travels along and back to the operator, a current of air meantime drying the gelatin. The process is repeated with the other half of the pill, and before it comes back to the operator a second time it is quite dry and completely covered with a thin, uniform, perfectly soluble coating of gelatin.

J. MILHAU'S SON.

The pharmacy of J. Milhau's Son, at 183 Broadway, New York, occupies one of the oldest locations in the city, certainly the oldest of any on Broadway, with the exception of two churches of colonial times—namely, Trinity and St. Paul's. Edward L. Milhau succeeded to the business of his father, John Milhau, 19 years after entering his father's store in 1850, and retained active supervision over its affairs until quite recently, when his health gave way and he was obliged to withdraw to some extent from active participation in its conduct. Mr. Milhau is a graduate of the College of Pharmacy of the City of New York, and has been, in turn, trustee and secretary of the college, as well as a member of the New York Board of Pharmacy. During the Civil War he served as private in the Seventh Regiment, National Guard, of the State of New York. Although he has never assumed the title, Mr. Milhau is a French viscount, the Vicomte de Milhau.

Mr. Milhau has been a member of the American Pharmaceutical Association since 1858, and recollects well helping, when he was still a school boy, to make copies of the letters which his father was sending out at that time to further the passage of the law introduced into Congress by the American Pharmaceutical Association for the prohibition of the importation of spurious, adulterated, damaged or inferior drugs and galenicals, the maintenance of which is one of the principal objects for which the A. Ph. A. was formed. This law was passed in the face of bitter and persistent opposition. The drugs complained of and authenticated analyses thereof were produced in evidence of the necessity of the proposed law, and although the names of those who handled the drugs as

consignees or dealers were never divulged in the proceedings, yet the parties concerned threatened John Milhau, through their lawyers, with suits at law for the resulting damage to their business and interference with trade.

The firm does a large prescription trade, being frequented by the business men of the vicinity, who make their homes in the upper reaches of the city and the outlying suburbs of Long Island and New Jersey, who frequently prefer to have their prescriptions compounded at a metropolitan establishment.

THE AMERICAN SODA FOUNTAIN.

The most prominent feature of American pharmacy to the outsider is undoubtedly the soda fountain. That institution is practically all pervasive in the United States, and the term "drug store" means to 99 out of every 100 persons in the first instance simply a place where they can get iced soda drinks. Even in Canada the fountain is quite a common sight, although there the climatic conditions are not so favorable. In Toronto, for example, one of the most successful pharmacists, G. A. Bingham, makes quite a feature of the fountain trade. On entering his store the fountain is situated on the left, and further forward on the same side is the dispensing counter. To the right are placed a number of small marble topped tables, at which customers can sit and enjoy their soda. Right at the back of the store, through an orna-



EDWARD L. MILHAU, OF NEW YORK.

mental archway, is a palm garden, where in the summer days a delightfully cool and refreshing siesta may be enjoyed.

Nearly every chemist in the States has a fountain and looks to it to pay his rent, and by maintaining the standard of his drinks he draws new customers to his store. So far as my observation went, comparatively few druggists dealt in liquor or wines, but most of them were busy till far on in the night, 11 p.m. and later, handing over drinks and cigars. Whether pharmacy in America is to drift further and further into this line of business, it is difficult to say, and the discussion of such a question need not be taken up here. Although a few fountains have been set up by chemists in London and some of the large cities, it is not at all likely that the dispensing of iced drinks will ever become general in this country in connection with the drug trade, and if this forecast be true the best friends of pharmacy will not be sorry. At the same time there is nothing about a well conducted fountain trade that is in the least degree calculated to shock even the most fastidious taste, and I am assured by those who have set up the fountain that their best class of customers became regular patrons, and not a single customer was ever lost. The average cost of the drinks works out at 3 shillings per 100, and at 3 pence, or even 2 pence, per glass, you can see that if there be any trade to speak of there should be a good profit on the transaction.

While the drug store in the city is confined mainly to fountains, cigars and drug sundries, the trade in the country districts is very different. In the villages the drug store is also usually the stationery shop, where Christmas cards, books, etc., are to be had, or sometimes wall paper, paints and oils, toys or hardware.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Phosphoric Acid and Iron Hypophosphite.—

B. D. T. asks how he should proceed to compound the subjoined prescription so as to make a clear solution. The prescription reads:

Strychnine sulph.	.....gr. 1
Arsenous acid	.....gr. 1
Quinine sulph.	.....gr. x1
Acid. phosphoric dil.	.....31
Syrup ferri hypophos.	.....3v

He has been unable to avoid getting a cloudy preparation, no matter what manipulation he employed. "I boiled the diluted phosphoric acid in the hope of converting it into a higher phosphoric acid, but this was of no avail."

In the absence of information regarding the ingredients or composition of the syrup of iron hypophosphite used in this mixture it is difficult to say anything very definite regarding either the nature or the cause of the precipitation complained of. It is, however, probably due to the nature of the phosphoric acid employed, and if a solution of metaphosphoric acid be substituted for the official orthophosphoric acid, the trouble may be avoided. The National Formulary gives a formula for the preparation of diluted metaphosphoric acid under Formula No. 7, p. 3.

Tincture of Guaiac Not Precipitated by Glycerin.—F. & B. submit the annexed prescription for comment:

Tinct. gualac	.....3ij
Glycerin, q. s.	.....3ij
Sig.—Gargle.	

Our correspondents say that as put up by them the mixture presented a cloudy appearance. It was returned to them by the prescriber, who insisted that the solution should be of a transparent red color. They have tried to compound the prescription to produce a clear solution of the kind desired, and have used different specimens of tincture of guaiac, but without success. They now ask us to say whether the mixture should be "cloudy or clear."

Tincture of guaiac of the official strength forms a clear transparent solution of a beautiful red color with glycerin of standard quality. Our correspondents have evidently proceeded on the theory that the tincture of guaiac was at fault, but a little reflection will show that the precipitation or cloudiness is more likely to be due to the quality of the glycerin. Glycerin on long standing with accompanying exposure to the air absorbs moisture, but this is an exceptionally charitable way of accounting for the trouble in the present instance. We would counsel our correspondents to look to their glycerin and ascertain how far it falls below the requirements of the United States Pharmacopœia. We have seen samples of glycerin heavily adulterated with glucose and others considerably diluted with water.

"Official" Preparations.—P. asks us if preparations of the National Formulary and the United States Dispensatory are considered official preparations. He also asks if tinctures and syrups made from the fluid extracts according to the formulas of manufacturing pharmacists represent official preparations.

According to the accepted meaning of the term official as applied to drugs and chemicals only substances recognized in the United States Pharmacopœia are official. The preparations of the National Formulary are sometimes referred to as "semi-official" preparations.

According to this interpretation all substances described in the United States Dispensatory and not recognized in the United States Pharmacopœia or the official pharmacopœias of other countries are non-official.

Under a strict interpretation of the pharmacopœial requirements tinctures and syrups made by any processes other than those prescribed by the Pharmacopœia cannot be regarded as official preparations.

Massage Cream.—J. C. S. asks us to publish a formula for a face massage, cerate or ointment as used by barbers.

We are not familiar with the preparation used by barbers, but an excellent massage cream, skin food, or wrinkle eradicator, whichever name it may be deemed best to label it, may be made according to some such formula as the following, which is borrowed from an article by A. E. Hiss in *Merck's Report*:

Purified hydrous wool fat	.....8 oz.
Purified anhydrous lard	.....8 oz.
Glycerin	.....4 fl. oz.
Rose water	.....12 fl. oz.
Lard oil, pure	.....sufficient
Oil rose geranium	.....4 fl. dr.

Mix the wool fat and lard, and gradually incorporate the mixed glycerin and rose water; when well mixed, add the oil of rose geranium. The lard oil is only to be added in case the mixture is deemed too thick.

The hydrous wool fat may be any good article going by the name of lanum, lanolin or adeps lanæ. The anhydrous lard means any of the brands of purified lard which are now obtainable from firms who make a specialty of such goods for the drug trade; this article is much better in every respect than that obtained from meat-market men.

This preparation is really an excellent skin-food and wrinkle eradicator, and may be advertised as such and as a bust developer, and is better than the majority of the preparations on the market offered for the purpose. If rubbed into the skin at night it will be thoroughly absorbed by morning. The directions for use as a skin-food are to rub it thoroughly and plentifully into the skin at night, rubbing or massaging for from two to five minutes each time.

Preserving Horseradish.—H. H. J. writes: "I would like to know why it is that my preparation of horseradish spoils, and if I can do anything to prevent it. It is prepared with 90 per cent. white wine vinegar, and put up in six-ounce bottles. We use the following to seal the bottles:

White glue	.....3xxxij
Precipitated chalk	.....3ij
Zinc oxide	.....3i
Flake white	.....3ss
Glycerin	.....3ij

"After being kept in the bottles for about two weeks the horseradish begins to turn yellow and lose its strength."

The pungent principle of horseradish is a very delicate body, and considerable precaution is necessary to retain it unimpaired in a bottled preparation of the grated root. An important detail in the preparation of a bottled horseradish is the scalding of the vinegar. If this is overlooked decomposition is apt to set in very quickly. Then, of course, the requisite manipulation of the root from the time it is grated to its admixture with the freshly scalded vinegar and its subsequent bottling should be

conducted with the utmost dispatch, since every moment's unnecessary exposure to the air makes for decomposition or conversion of the volatile constituent of the horseradish to which it owes its pungency.

We think the formula used by our correspondent for a bottle capping material is needlessly complicated, and the amount of precipitated chalk and zinc oxide might be reduced with advantage or omitted entirely. Why zinc carbonate and zinc oxide should be used together in one formula is not apparent to us.

Book on Flavoring Extracts.—C. L. writes: "You would oblige me very much if you would give me the name of the best book on the manufacture of flavoring extracts on a large scale, and where it is procurable."

The only single work dealing with the manufacture of flavoring extracts that we are acquainted with is the book entitled "Monograph on Flavoring Extracts with Essences, Syrups and Colorings; Also Formulas for Their Preparation," by Joseph Harrop, Ph.G., which is published by Harrop & Co., Columbus, Ohio. The manufacture of flavoring extracts is also described in the various books of druggists' formulas.

Neostyle Ink.—C. V. E.—We are unable to place a formula for an ink of the character of that used with mimeograph and neostyle copying machines. We should say, however, from a superficial examination of the ink that it has a quick drying oil for a basis, probably boiled linseed oil, and an ink resembling the kind named might be made by imparting the requisite color to any good drying oil. Having selected an aniline dye of the required tint first dissolve it in a small quantity of alcohol and then rub it up with a little castor oil to a thin paste, finally adding an equal amount of good boiled linseed oil to complete the ink.

Colorless Liquid Cement.—F. S.—The most useful transparent china cements have isinglass as a basis, the following being a typical formula:

Isinglass, Russian, cut.....	3i
Distilled water.....	3ij

Put the isinglass and water in a gallipot or evaporating dish and stir with a pestle or horn spatula until the isinglass absorbs the whole of the water. Now place the gallipot or evaporating dish in a saucepan of water and apply heat sufficient to melt the isinglass. After solution is effected add

Acetic acid, U. S. P.....	3i
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Mix intimately and keep in well stoppered bottles. If the cement should harden in the container it may be liquified again by placing the bottle in hot water for a time.

Gold Paint.—F. S.—The following is accounted a satisfactory preparation:

Bronze powder.....	3ij
Copal varnish.....	3ij
Gold size.....	3ij
Turpentine.....	3iv

This it will be seen provides for a single bottle preparation, but it is a good plan to keep the powder in one bottle and the medium in another and only mix when required for use.

BAKING POWDER.

Sodium bicarbonate.....	3xvi
Tartaric acid.....	3xlv
Magnesium carbonate.....	3vi
Wheat flour.....	3xij

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

THEY FALL SHORT.

THERE are hundreds of druggists throughout the country who do good advertising and who are fairly persistent that do not and will not get noticeable returns because they do not do enough of it.

One grain of quinine won't break up a fever. The quinine is all right, but the dose is not. It would pay a good many druggists to divide their advertising appropriation by the number of people in their district and then scan the result. They might find they were spending a cent or two a year advertising to each family. A practical illustration of the smallness of their effort when thus considered might reveal the necessity of doing more.

This is the sticking point in the advertising career of most advertisers.

The failure to spend enough is always due to considering advertising an expense rather than an investment. If held an expense, and a man figures on how much he can afford to spend, he is sure to spend less than he should. I do not know that there is any cure for this evil. I have found it hard to change the attitude of people in this regard. Advertising seems expense to them, and expense it stays, unless by some fortunate experience in getting large results from a small investment their eyes are opened.

I have a good many times stated that 2½ per cent. of the gross sales was about the right amount to spend for advertising.

This is in reality the minimum amount, no one who has a store that is worth advertising can afford to spend less. Many can profitably spend more. Those who fail to grasp the principle back of this or who doubt that the principle exists are going to deny themselves business they could as well have.

CRITICISM AND COMMENT.

A SAN DOMINGO READER.

Lcdo. Benjamin Maldonado, San Pedro de Macoris, Dominican Republic, a reader of the Spanish edition of the AMERICAN DRUGGIST, sends one of his circulars to this department.

This circular embodies a general announcement to the public of the opening of the pharmacy, and also includes brief advertisements for a line of specialties. It is in the form of a four-page folder, and on the first page bears a blank line upon which is written the name of the person to whom the circular is addressed.

While this announcement is formal in tone, and the reference to the special preparations is almost too brief to be effective, it is better than the average production of this character.

If Mr. Maldonado will follow up his circular with others in which his specialties are somewhat more adequately exploited, he will, I am sure, reap the reward that follows good advertising the world over.

NEWSPAPER SUPPLEMENT.

Settle's Pharmacy, Yukon, Okla., sends some single sheet circulars that have been used for the mailing list and also used as a supplement to the weekly newspaper. The circulars have the appearance of being hastily constructed, but as they contain ads on seasonable subjects, quote prices, etc., they should produce some results.

This firm seems to go into premium and gift schemes to quite an extent. It would be interesting to know whether it pays. As a rule, when total cost and ultimate results are considered, straight advertising is apt to pay best.

An opinion is asked as to the circulars. The January one is the best; more time was, I think, spent in its preparation.



A PIG IN A POKE.

P. B. Knapp & Sons, Hudson and King streets, New York, recently reached the point in their history where half a million new prescriptions had been dispensed. They made use of the occasion by issuing a 16-page and cover pamphlet bearing the rather odd title of "A Pig in a Poke, and Other Stories."

The book is a trifle unusual in several respects, and affords material for comment of various kinds—mostly favorable, but there is too much of it to be properly discussed here. It is quite sure to get a reading, and the general impression will be favorable, though I think too much has been conceded as to the probability and frequency of mistakes in compounding.

*A couple of pages will give a good idea of the style throughout.

TO OUR PATRONS.

Your confidence in our medicine is essential to our success. If doubts arise, inform us. Sometimes—not often—we are in the wrong. But whether right or wrong, it is your privilege, "on suspicion," to have the prescription dispensed again without charge, no matter how trifling may be the supposed defect.

Our clerks must be courteous.

You must be satisfied.

A PIG IN A POKE.

Prescription patronage goes by faith. You know your druggist personally, or you size him up in some general way as a good man—and assume the rest.

Is it not so?

Is there any other way?

What do you know about a prescription, or about the methods that should be employed to insure it against error in compounding?

How can you tell whether or not your druggist employs adequate safeguards in his work?

What are safeguards?

It is our wish, in this announcement, to throw some light upon this subject in a general way.



FROM OVER THE HERRING POND.

The following from a recent issue of the London *Chemist and Druggist* shows that the advertising spirit of a somewhat Barnumesque order crops out at times among our English cousins:

Sweet Are the Uses of Advertisement.

Burglars have been perambulating at dead of night among the shops of Cardiff recently, and among the places visited was the establishment of Mr. Evan D. Edwards, chemist and druggist, of 87 Pontcanna street. It was found that the front door of Mr. Edwards's shop was deeply marked with a jemmy, and it is thought the burglar had really effected an entrance, but was disturbed. Mr. Edwards has not been slow to take advantage of the scare. The following handbill was issued as soon as possible after the occurrence:

"Burglary in Pontcanna street. Chemist's establishment broken into! The gentleman who broke into the establishment of Evan D. Edwards (late Steve Jones), chemist, 87 Pontcanna street, on Sunday evening, evidently knew that only the purest quality of drugs and chemicals are kept on the premises. While his ideas of honesty may not be in accordance with the approved dictums of society, his sound judgment cannot for a moment be called into question. Come in thousands and see the jemmy marks, but above all, come and prove for yourselves that my prices are the lowest, consistent with the highest quality of material employed. Patent medicines at store prices. Physicians' prescriptions accurately dispensed. Note the address, etc."

This is the spirit that triumphs over adversity, and in this case brought the reward intended.



SOME CURRENT ADVERTISING.

The group of ads reproduced are taken from recent issues of newspapers. They are reduced to one-half their original size.

No. 1 is a good ad. While the wording might be slightly improved, it contains effective material and should yield some immediate results.

No. 2 will do at a pinch. It would probably be a trifle

Cure for Dyspepsia.

Newton's Tablets

run dyspepsia. They furnish the digestive elements in their proper proportions, which relieves the stomach of its work of about ten hours each day. This allows the stomach to rest and repair itself, which it will do in about one month or six weeks, unless there are ulcerations or other alarming conditions. It is the old principle that a wound will never heal until the irritating cause is removed.

A lady in Sandwich said: "Newton's Tablets cured me of dyspepsia of several years standing and I can order them the best made, having tried many other kinds. Try them and you will be convinced of the same thing. Your money back with the statement that they did not help you."

Price, 25c. a Box.

Moore's Pharmacy
SANDWICH, ILLINOIS.

NO. 1

CRUTE'S LAXATIVE QUININE TABLETS

Positively guaranteed to cure a cold in twenty-four hours. An excellent remedy for La Grippe, Neuritis, Cold in Head and Constipation.

CRUTE'S DRUG STORE,
—No. 8 South Main Street—
Bell Phone, Main 1981

NO. 2

GRANT'S No. 24

Grant's No. 24 cures Cough and La Grippe. Quickly controls chills, fever and pain. Price 35c.

Wood's Seeds

We sell Wood's Seeds exclusively. Have them fresh, and with few exceptions sell at Wood's catalogue prices.

Grant's Pharmacy

NO. 3

WE KEEP A LINE OF **PATENT MEDICINES**

for those who desire relief, but who do not wish to incur the expense of a doctor's bill.

Coxon & Roberts, PRESCRIPTION DRUGGISTS,
228 Commerce Street.

HELP. HELP. HELP.

Goodness knows it's good. And it doesn't cost anything. It's a fact. Every 25c purchase you make here entitles you to one vote on the High Grade Piano to be given to the Church, School Society Lodge or any Organization that receives the greatest number of Ballots absolutely Free. It is not a cheap one. This Piano is valued at \$150.00. Just think of it. This is an opportunity to help.

CITY DRUG STORE,
GEO. G. STROTZ.
88 West Chestnut Street.
Bell Phone 345-1.
Federal Phone 62.

NO. 5

Some Newspaper Ads. (Half Original Size).

more effective if the use rather than the name of the remedy was displayed—"guaranteed to cure colds in 24 hours." Price should have been added.

No. 3 attempts too much in too little space. There would be more probability of the ad paying were this, or more, space used for one of the subjects.

No. 4 has, I think, been so displayed as to give just the opposite impression to that intended. I fail to see the purpose of the ad unless intended as a "jolly" for the doctors. But the prominent lines are "Patent Medicines" and the signature. Most of those who see the ad, including the physicians, will more than likely not read it through, but take it to be an ad for patent medicines.

No. 5 has a rather ineffective heading. Where one goes into this kind of business it is better to appeal to the gamble in people than to their generosity. "Get this \$350 Piano Free" would land more of them.

W. A. Dozier, proprietor of a drug store in Hattiesburg, Miss., received an order the other day for "Balsome Se Pevy and Spiritual 90," which he interpreted as balsam of copaiba and sweet spirit of nitre, to the satisfaction of his customer



EXPORT OPPORTUNITIES AT BEIRUT.

BY G. BIE RAVNDAL,

United States Consul, Beirut.

THERE are in Beirut, which is a distributing center for Syria, some 30 bona fide drug stores and pharmacies, and the value of the drugs imported annually at this point exceeds \$200,000. Germany, among countries exporting drugs to Syria, stands first on the list; France comes next, then Italy, Austria, Switzerland and Belgium. Germany leads especially in the matter of fluid extracts, alkaloids and salts. German quinine is almost exclusively sold here; from England we get Epsom salts. France leads in specialties—that is, preparations bearing the name of the maker or patentee. English furnishes Burroughs, Wellcome & Co.'s tabloids, Howard's quinine and chloroform. Vaccine comes from Switzerland, while Italy furnishes sulphur and capsules.

DRUGGISTS' SUNDRIES AND GLASSWARE.

Druggists' sundries are brought from England, Germany and France. Germany knows how to sell cheap, and consequently gets the lion's share of the trade. Glassware, bottles and jars come from Germany, also drug store fixtures, although the latter are also made here in Syria.

A GREAT OPENING FOR SODA FOUNTAINS.

There is not a single soda fountain in this dry and thirsty land, where the people are forever drinking soft drinks. I believe a soda water establishment would make money here from the start, although the people perhaps would not think of going to a pharmacy for drinks. As Dr. Walter Booth Adams, Professor of Materia Medica and Therapeutics in the Syrian Protestant College, aptly said to me: "Pharmacists in this country do not run hardware stores, nor soft drink saloons; in our school of pharmacy we discourage these ideas and preach the vocation as a profession, not a trade. In Syrian pharmacies they sell medicines and compound prescriptions."*

Patent medicines are not in high favor as yet; French preparations cover the field.

Struve & Co., in Haifa, manufacture carmel and other brands of pure olive oil soap, while Pear's comes from Eng-

* James S. Patch, B.S., who is professor of chemistry and has charge of the chemical department in the Syrian Protestant College, is a son of Prof. Edgar L. Patch, of Boston, founder of the E. L. Patch Company, who is well known to many pharmacists of the United States.

land, Cuticura from the United States; medicated soaps from England, Germany and France find a limited market in Syria.

AN EXCELLENT MARKET FOR PERFUMES

France sends quantities of perfumes. They are mostly sold in grocery and dry goods stores. Perfumery is popular in the Levant, especially if it contains musk. The German drug store in Beirut makes money in face powder; people want something of this kind that will stick, that is white and that smells good.

Surgical appliances, thermometers (centigrade), trusses, suspensories, feeding cups, nursing bottles, etc., are ordered from England, France and Germany.

AMERICAN PROFESSORS INTRODUCE AMERICAN FOOD PRODUCTS.

Photographic supplies are obtained from England and France. As to alimentary products, it is to be noted that the American professors of medicine at the Syrian Protestant College, who are also in charge of the German Hospital in Beirut (Johanniter), have introduced Horlick's Malted Milk (imported from London) and Mellin's Food. Nestle's Food (Switzerland), Liebig's Beef Extract (Germany), Falliere's Phosphatine (France) and Somatose (Germany) are also sold in Syria in growing quantities.

Toilet and bathroom articles are not kept in drug stores. Sponges are exported from Syria.

A GOOD OPENING FOR PAINTS AND COLORS.

Paints, oils, varnishes and colors are sold in the hardware shops; the quality is poor. England commands the market in these lines. Zinc is used, not lead. Linseed oil, also produced in Syria, is brought from Liverpool (Canadian origin), the residue being sold there as oil cake. For these articles the United States has a fair opening in Syria, which should not be ignored.

PHARMACEUTICAL PRODUCTS.

American pharmaceutical products are not known in Syria, except Fellow's Syrup, Cuticura Soap, Allcock's Plasters and Malted Milk, which products sell well here. Upjohn's Pills have been tried, but did not meet with great sale. The physicians prefer to order their own compounds to having to suit their medication to preparations already made up.

Syria's indigenous drugs are scammony, liquorice, galls, sesame, linseed, bitter almonds, turpentine, anise, fennel, colocynth, castor oil beans, madder, elaterium, tragacanth, soapwort root, etc. Locally are made various tinctures, mixtures and powders.

Chemicals excluded by customs laws from Turkey comprise picric acid, nitric acid, potassium nitrate, potassium chromate, cocaine, sulphonal, extract of cannabis indica, *et al.*

A PROSPEROUS DRUG STORE.

A well established pharmacy in Beirut has invested in its business some \$15,000 to \$20,000, and employs six or seven clerks. The proprietor must be a graduate of some school



Exterior of Murad Baroodi's Pharmacy in Beirut, Syria.

of pharmacy, but his clerks are mere apprentices, and have not studied pharmacy, except in the school of experience. They are paid from \$10 to \$30 a month.

AN OPPORTUNITY FOR THE EXHIBITION OF AMERICAN GOODS.

The Syrian Protestant College (American) has trebled the size of its chemical laboratory this fall, and is about to open in it a "model pharmacy," in which pharmacy students will receive their practical work and instruction. Any article there exhibited will be brought prominently to the attention of the peoples of the Levant through the students who come here from all parts of Turkey, Greece, Egypt, the Sudan and Persia. The college will be glad to introduce American goods, and I would suggest that the AMERICAN DRUGGIST be sent regularly to its address, and also that American wholesale dealers forward samples without stint. The enrollment is now 617 students, and it is growing. It has five departments—to wit: Medicine, pharmacy, commerce, arts and archaeology. Forty-five professors and instructors are engaged in teaching at this university, the largest American institution of learning outside of the United States; 28 of them are native Americans and graduates of American colleges. There are 14 commodious buildings and a campus of about 50 acres. The English language is the principal medium of instruction.

The American products in these parts have to contend with various obstacles, as distance, lack of direct steamship facilities, terms of payment and the absence of American commercial travelers. But these difficulties are not prohibitive. American drugs, chemicals and druggists' sundries are largely used in the American Mission Hospitals at Tripoli, Syria and at Junieh, Mt. Lebanon, Syria.

Transvaal Imports.

The following statement of quantity and value of goods imported into the Transvaal for the ten months ending October 31, 1902, compared with the corresponding period ending October 31, 1901, is taken from the British and Colonial Druggist:

Articles of interest to the trade.	Ten months ending October 31, 1902.		Ten months ending October 31, 1901.	
	Quantity.	Value.	Quantity.	Value.
Acetic acid and vinegar, gallons.	16,237	3,128	8,794	1,759
Apothecary ware:				
Chemical and toilet articles...		117,262		50,242
Cyanide of potassium, pounds...	4,134,623	194,684	138,381	7,334
Quicksilver		6,460		333
Sulphuric acid, pounds...	70,894	735	19,662	327
Acids, other kinds		1,793		543
Honey, pounds	31,558	1,074	20,583	747
Mineral waters, dozens	16,864	3,459	5,971	1,246
Oils:				
Castor, gallons	7,768	2,300	6,525	1,265
Cocanut, gallons	4,774	1,047	2,430	405
Linseed, gallons	63,584	9,185	5,010	845
Photographic materials		19,338		447
Sheep dip, gallons	7,781	792	2,052	447
Soap, perfumed and toilet, pounds	166,900	14,879	73,685	6,012
Spirits, perfumed, gallons	5,819	15,206	1,773	3,942

PHARMACY IN ASIATIC TURKEY.

IN a paper read at the annual meeting of the Pharmaceutical Society of the South West (France) on May 12, 1902, M. Hippolyte Marcaillou-Dayméric gave an interesting historical study of pharmacy in Asiatic Turkey. Dividing his paper into two parts, he first considered

THE ANCIENT PERIOD.

For a long time the Orient has been designated as the real cradle of pharmacy, but as a matter of fact this science did not exist in the East in ancient times, it being at that time intimately allied to medicine. In these blessed and fertile countries the earth produced aromatic and medicinal plants, resins, perfumes and balsams, of which man knew enough to take advantage. Refreshing and emollient, calming and laxative infusions were made from the juices of the plants, and by mixing them with the fats of animals, ointments were manufactured, which served both for the toilet and the treatment of the sick.

But the use of all these remedies was based upon mysticism and empiricism, and the interference of the priests in the treatment of disease shows how much importance was given to the Divine origin of medicinal substances. Jehovah sent the disease, and he also sent the means of delivery; prayer was the best means of cure. Hence, the beginnings of pharmacology among the Oriental nations, particularly among the Hebrews, were very simple, and the number of drugs employed during the centuries that preceded the Christian era was small.

When Emperor Hadrian, in the Second Century, A. D., expelled the Jews from Jerusalem after numerous massacres, these exiles fled to join their brethren of Chaldaea, Babylonia and Assyria. Here, thanks to a quiet life, removed from the noises of war, the Oriental Jews established schools and de-



Interior of Murad Baroodi's Pharmacy in Beirut, Syria.

voted themselves to the study of science and to the publication of commentaries on the Bible—the Misna, the Lesser Talmud, the Gemara, etc.

It is very probable that the famous school of Dzchondizabur, established in Khoudistan in the Fifth Century by a heretical sect of exiled Nestorians, had a noteworthy influence on the art of healing in Asiatic Turkey. It was from the Dzchondizabur school that physicians came to Bagdad to inspire a taste for science among the Arabs, and the Arabs did not fail to imitate them.

We do not possess any definite data regarding the history of pharmacy in these countries from the end of the Middle Ages to the second half of the Nineteenth Century.

THE MODERN PERIOD.

Pharmacy in the Ottoman Empire was free to all who cared to exercise it until 1861, but in view of the numerous accidents and deaths which occurred as the result of the ignorance of empirics and quacks, the Counsel of Civil Medical Affairs asked the Imperial Medical School in Constantinople to formulate regulations for the admission of persons to the practice of medicine and pharmacy—regulations which were afterward approved by Imperial Decrees. The decree which concerns the practice of pharmacy is dated the seventh day of Djemazi-ul-Ahr—i. e., November 17-29, 1862—and applies to the entire Ottoman Empire.

The first article provides that every applicant who desires to establish himself in any part of the Ottoman Empire as pharmacist is required to obtain a diploma of Master in Pharmacy at the Imperial School of Medicine in Constantinople, or in a European university; and in addition, must secure permission to establish a pharmacy from the said medical school. The second article provides that those who do not hold a diploma from the Imperial School of Medicine in Constantinople shall pass an oral examination (colloquium).



Street Scene in Beirut, Syria.

A few months ago the diploma of pharmacist of the first class conferred by the Mixed Faculty of Medicine and Pharmacy of Beyrut also was recognized as authority to practice pharmacy.

For about a year and a half the question of founding a school of pharmacy at Damascus has been under consideration. This school will be established by the Turkish Government, but the teaching force will be largely drawn from France, as has already been done successfully in Beyrut. We may mention, too, the American Faculty of Medicine in Beyrut, which also confers the diploma of pharmacist after two years of study, without requiring any experience in the practice of pharmacy, a fact that sufficiently well indicates the value of this school. This diploma is not recognized by the Ottoman Government. Such are the resources of Asiatic Turkey for the education of young pharmacists.

THE PRACTICE OF PHARMACY.

The Turkish Government has established municipal drug stores under the supervision of a competent pharmacist in

every town, where resides an *akaimakam*, or a *mutassarif* (vice-governor), or a *vali* (governor). The expenses of this establishment and the prescriptions for the poor of the municipality are certified and passed upon by the city physician. These stores also sell drugs at retail to the public.

A wholesale druggist has no right to dispense a prescription, unless he possesses the diploma of a pharmacist. The authorities are not strict in enforcing the pharmacy law, and on payment of certain sums periodically (bakshish), they tolerate the sale of all sorts of drugs, indigenous or exotic, but often dangerous, in the "drug shops," and particularly in the bazaars or akhtares, to the great detriment of the licensed pharmacists.

Pharmacists are required to keep the originals of prescriptions for a few months, but are allowed to give copies thereof, not without assuring themselves first that the recipient is a well-known inhabitant of the town.

As a rule, the pharmacies have an adjoining room in which patients may consult the physician attached to the establishment. In the larger cities the pharmacists have, as annexes to their business, either a drug shop or a bazaar, where they sell a variety of articles, such as soaps, eyeglasses, brushes, cigars, rugs, brooms, objects of art, chemicals, etc. In some instances, in order to increase their revenue, they also add a factory for the manufacture of sparkling mineral waters, or even a bar, where they sell various liquors.

For this reason the public consideration and esteem which are usually given to men of science are considerably diminished in the case of pharmacists in Asiatic Turkey. Add to this the lack of severity in the inspection of pharmacies, the agglomeration of drug stores in certain quarters of the large cities, the existence of pharmacies and drug shops maintained by the municipalities, selling drugs to the public; the disastrous competition which some pharmacists exercise against each other, and one can form an idea of what the pharmaceutical profession must suffer in these countries.

Turkey in Asia, although containing a population three times larger than that of Europe, has only 248 pharmacies and 86 drug shops. Constantinople alone contains as many. The number of pharmacies would be fairly distributed over the territory if the physicians would not keep their own dispensaries in which they put up prescriptions, and if the "drug sellers" would not dispense prescriptions illegally under the protection of the officials.

In the following table we give the names of the cities of Asiatic Turkey with over 40,000 inhabitants, and the number of drug shops and pharmacies in each. This table shows clearly that the cities of Asia Minor and Syria, particularly those of the coast of the Mediterranean, are those in which we find the greatest number of druggists and pharmacists. We were unable to obtain any information as regards the number of pharmacists in the various cities of Turkish Arabia, which demonstrates once more how difficult it is to obtain data from foreign correspondents, even from consular officers. It is true that in these countries the Mahometan population prefers to have recourse to the art of the native druggists rather than to the Turkish or Arab pharmacists (taleb adoua—sage of medicines). They are superstitious in the extreme, and prefer their own Arab remedies to all others.

In concluding this study, we may say that Asiatic Turkey, in spite of the restricted number of pharmacies, as compared to the population, offers nothing enviable to the pharmacist, especially in the large cities. In general, it may be said that, owing to the negligence and indolence of the Turkish Government, the pharmacists are far from being prosperous, and the only way to help them would be by enforcing rigidly the existing regulations, without tolerating any system of official bribery, by the suppression of patented articles and the more equitable distribution of pharmacies throughout the territory:

PHARMACY AND OTHER STATISTICS OF ASIATIC TURKEY.

Cities.	Population.	Region.	Pharmacies.	"Drug-shops."
Adana	40,000	Asia Minor	5	1
Aidin	45,000	Asia Minor	2	1
Aleppo	140,000	Syria	6	1
Bagdad	175,000	Mesopotamia	5	2
Beirut	140,000	Syria	14	6
Broussa	90,000	Asia Minor	6	4
Damascus	200,000	Syria	10	2
Djeddah	50,000	Arabia	2	?
Erzerum	60,000	Armenia	3	2
Hodeidah	50,000	Arabia	?	2
Ingeuel	45,000	Asia Minor	2	2
Jerusalem	60,000	Palestine	5	?
Konlan	53,000	Asia Minor	4	3
Manissa	50,000	Asia Minor	4	?
Mecca	50,000	Arabia	?	3
Medina	40,000	Arabia	2	?
Menamah	40,000	Arabia	1	?
Sanna	50,000	Arabia	?	3
Sivas	42,000	Asia Minor	8	5
Smyrna	250,000	Asia Minor	27	21
Trebizonda	42,000	Asia Minor	7	4

Pharmacy Regulations in Manila.

The Alumni Report for February prints the following synopsis of the local ordinance pertaining to the practice of pharmacy in Manila, as framed by the United States Philippine Commission. It is explained that the Health Board of Manila acts in the capacity of an examining board and decides whether or not an applicant is qualified for registration. The fee for examination is \$2, with an additional fee of \$5 for registration. Before opening a store it is necessary to procure a license therefor. The application for this license must be accompanied by:

(a) The owner's certificate of registration from the Board of Health, or, in case the owner is not registered, the certificate of the registered pharmacist who is to be in charge of the pharmacy.

(b) A plan of the rooms in which the business is to be conducted.

(c) A list of employees, specifying the particular work in which each is to engage.

Special certificates and licenses are issued to Chinese druggists, which can be obtained only by presenting a certificate of competency from the Chinese consul. These special licenses permit the sale of drugs to Chinese only. On recommendation of the Board of Health, special licenses may also be issued for the business of selling at retail paints, acids and chemicals which are used in the arts. Registration is not necessary to procure such a license.

Sections 6, 7 and 8 of the ordinance clearly outline the methods of conducting business legally, and are as follows:

Sec. 6. A sign shall be displayed outside the entrance to every pharmacy, inscribed: "Pharmacy of — (licensee)." In case the owner of said pharmacy is not himself a registered pharmacist, the sign shall bear the further inscription: "(Name) — Registered Pharmacist." The license shall be displayed in a conspicuous place in said pharmacy.

Sec. 7. It shall be the duty of every owner or proprietor of a pharmacy:

(a) To provide a seal, stamp or printed label containing the inscription required in Sec. 6, and to affix the same to every prescription, bottle, box or other package containing medicine sold in said pharmacy, with the name of the prescribing physician in case of prescriptions.

(b) To distinctly mark every prescription, bottle, box or other package containing any dangerous drug, with the word "Poison."

(c) To provide a cabinet in which shall be kept all violent poisons, and to cause said cabinet to be locked when not in use.

(d) To file all prescriptions, when filled, in a book kept for that purpose.

(e) To keep a book in which shall be recorded all sales of poisons, stating the date of sale, the name and address of the purchaser, the name and quality of the poison sold, and the purpose for which it is represented to have been purchased. The above books shall be open at all times to the inspection of the Board of Health, the Superintendent of Police, and other authorized officials.

Sec. 8. It shall be unlawful for any registered pharmacist, or the owner of any pharmacy:

(a) To prescribe medicine for the sick, unless he is also a registered physician.

(b) To sell drugs or medicines without a prescription from a registered physician, except medicines or drugs for common domestic use, not containing poisons.

(c) To fill any prescription containing a dangerous quantity of poison, without first consulting the prescribing physician and verifying the same."

Pharmacists are held responsible for the quality of the drugs and medicine they dispense, excepting those sold in original packages. According to the law, any drug or chemical is held to be adulterated if it differs in quality or purity from the standard laid down in the United States Pharmacopœia.

Trade at Santiago de Cuba.

Consul R. E. Holaday sends from Santiago de Cuba, February 7, 1903, tables showing the imports and exports at that port for the quarter ended December 31, 1902. The Consul adds:

The imports from the United States for the month of October are probably considerably in excess of a fair average, as large importations of railroad cars and material for use in the construction of the Cuba Central Railroad, and also mining machinery for use in the copper mines at El Cobre, were received during that month. November and December may be

considered as furnishing a much fairer average for comparison as to general trade importations.

The principal articles exported during the three months were: Iron ore, \$97,866.50; old metal, \$70,949.47; cocoa, \$66,873.57; lumber, \$43,531.77, and sugar, \$38,758.45; \$4,814.85 cents' worth of wax was also exported. During the same period the imports from the leading countries amounted in value to \$633,250 from the United States, \$221,401 from Spain, \$191,791 from England, \$49,667 from Colombia, \$35,465 from India, \$41,889 from Nova Scotia, \$53,931 from France and \$70,442 from Germany.

Our Trade with India Unsatisfactory.

The two sections of the world in which exports from the United States do not make satisfactory growth are South America and India. The United States imports large and constantly growing quantities of the products of the countries in question, but makes no perceptible gain in its exports to those parts of the world. The imports into the United States from South America have grown from \$90,006,144 in 1890 to \$119,785,756 in 1902, while the exports to South America from the United States in 1890 were \$38,752,648, and in 1902, \$38,043,617. From the British East Indies (which includes India, the Malayan Peninsula, Ceylon, etc.) the imports into the United States were, in 1890, \$20,804,319, and in 1902, \$48,421,218; while the exports from the United States to the British East Indies were, in 1890, \$1,655,979, and in 1902, \$4,621,876.

These facts, especially with reference to the trade of the United States with British India, are set forth in a statement just published by the Treasury Bureau of Statistics, entitled "Commercial India in 1902." The absence of growth in our exports to British India is the more strongly marked because of the fact that importations into India are steadily increasing, having doubled since 1864 and grown from \$166,000,000 to \$264,000,000 since 1880. Prominent among the articles forming the imports of British India are provisions, clothing, copper, paper, instruments and apparatus, chemicals, salts and spirits, of all of which the United States is a large producer and constantly increasing her exports. Less than 2 per cent. of the importations of British India in 1902 was from the United States. Of the \$4,500,000 worth of exports from the United States to British India in 1902, mineral oil was the largest item, amounting to \$1,437,696; next in order were cotton cloths, \$569,293; machinery, \$480,286; pipes and fittings, \$215,340; chemicals, drugs, and dyes, \$103,215; instruments and apparatus for scientific purposes, \$155,328, and clocks and watches, \$93,533.

Our Commercial Relations With Porto Rico.

The development of commercial relations between Porto Rico and the United States since the transfer of that island to the control of this country has been phenomenal. The people of Porto Rico now find a market in the United States for five times as much of their products as they did in 1897, the year preceding that transfer, and the people of the United States find a market in Porto Rico for more than five times as much of their products as in 1897. Some figures just compiled by the Treasury Bureau of Statistics covering the commerce between the United States and Porto Rico in the calendar year 1902 and compared with the figures of preceding years fully sustain this assertion. They show that the value of merchandise shipped from Porto Rico to the United States in 1902 was \$9,634,176, against \$1,943,251 in 1897; and that the value of merchandise shipped from the United States to Porto Rico in 1902 was \$12,195,297, against \$2,023,751 in 1897.

The principal articles for which Porto Rico finds a market in the United States are sugar, tobacco, coffee, fruits, manufactures of straw, hides and skins, and distilled spirits. The principal articles for which the United States finds a market in Porto Rico are rice, cotton cloths, manufactures of iron and steel, provisions, breadstuffs, manufactures of wood, boots and shoes, spirits, tobacco, refined sugar, cars and carriages, paper, chemicals, and coal; the articles named in each case being in the order of their relative value in the commerce passing in each direction, respectively.

There are no regulations in British North Borneo as regards drug stores, and, as a matter of fact, there are no such stores in the colony. All drugs, except "patent" medicines, which can be bought in any ordinary store, are dispensed by Government or estate hospitals.



MISS NINA C. PIPER,
President of the Woman's Pharmaceutical
Association.



MISS JEAN GORDON,
Vice-president Woman's Pharmaceutical
Association.



MISS CHARLOTTE E. STIMSON,
Secretary and treasurer Woman's Pharma-
ceutical Association.

The Woman's Pharmaceutical Association.

Organization Effected and Officers Elected—Those Who Are Interested in the Movement for the Advancement of Women Pharmacists—Aims of the Founders—Chicago Women the Pioneers.

THE newly formed Woman's Pharmaceutical Association, which has its headquarters in Chicago, is receiving such warm support on every hand that it seems certain to prove a lasting success. Several meetings have been held. Two of these were preliminary, but the third was marked by formal organization and the election of officers. At present all the members live in Chicago. The officers elected at the organization meeting are as follows:

President—Miss Nina C. Piper.
Vice-Presidents—Miss Julia Runkel, Miss Jean Gordon.
Secretary and treasurer—Miss Charlotte Stimson.
Committee on Membership—Misses Mary Walker, Amanda W. Stahl, Olive Pierce.

Meetings are to take place once a month hereafter, on the first Thursday, and at every other meeting an address will be delivered. Veteran druggists and educators have shown

such interest in the new organization that the addresses are likely to prove highly interesting. Among those who have expressed their good wishes to the members of the club and have offered to address them are Prof. Oscar Oldberg and Albert E. Ebert.

There are about 35 women in Chicago who are interested, actively, in the practice of pharmacy or in work which is allied to it. This number takes in all in chemical work or who are employed by the Pure Food Commission. Of these 27 have joined the club, and the chances are that all will become members before long. Among those who are members the following names might be mentioned: Miss Olive Pierce, Miss Nina C. Piper, Miss Charlotte Stimson, Miss Amanda W. Stahl, Miss Mary Walker, Mrs. Marie Blahnik, Mrs. Bell, Miss Sadie Shaffer, Miss Julia Runkel, Miss Jean Gordon. There are only five women in the city who control stores.

The first idea of the founders of the association was to have it of a social nature, but their plans expanded. It is their intention now to help women pharmacists as much as possible in their work and to maintain a high grade of workers. It is not unlikely that a bureau of information will be established at the St. Louis Fair, and that the movement may spread to other States. It is too early as yet to tell just what will be done. The meetings will take place in the parlors of the Northwestern University building, at Lake and Dearborn streets.

One of the benefits which the members will derive from the association will be instruction in the commercial aspects of drug work. Much of this instruction will be given by the women who own stores. There will also be addresses by well known druggists on the same subject. The formation of the organization recalls the Woman's Pharmaceutical Association of Illinois, which had a notable exhibit at the World's Fair, where a model pharmacy was fitted up by them. The exhibit was awarded a gold medal. The word "Illinois" was omitted from the name, so that there would be no need for change in case the association should become national. As already intimated, such action may be expected when the local body becomes strongly established.



MRS. MARIE BLAHNIK,
Charter member of the Woman's Pharma-
ceutical Association.



MISS SADIE SHAFER,
Charter member of the Woman's Pharma-
ceutical Association.

HEALTH DEPARTMENT INVESTIGATION.

Methyl Alcohol Found in Tinctures—Druggists to Be Prosecuted—Who Prompted the Phenacetin Inquiry?—Sidney Faber Interviewed.

The Department of Health is continuing its investigations to discover adulterations and substitutions practiced by druggists. The latest inquiry has been directed against the improper use of wood alcohol, and the official report of Chemist Deghuae is given herewith. The phenacetin flurry seems to have blown over, but members of the trade are still at a loss to understand why the Department should be so zealous all of a sudden in rounding up druggists.

The Department's recent investigation was an inquiry into the alleged use of methyl or wood alcohol in the preparation

and it is stated that three fluid ounces have caused fatal poisoning."

METHYL ALCOHOL CAUSES BLINDNESS.

Dr. Deghuae then cites an instance as reported by Dr. de Schweinitz, in which blindness has been caused by external application alone, the pathway of entrance being the lungs and the cutaneous surface of the hands and forearms. Dr. Deghuae also cites Dr. Reid Hunt, of Johns Hopkins University, who records a number of experiments made to determine the toxicity of methyl alcohol, and concludes as follows: "These experiments on the physiological action of methyl alcohol and its fate in the body show conclusively that, however pure the preparation may be, it is totally unfit for use as a substitute for grain alcohol in any preparation which is to be taken internally, and especially in preparations which are to be taken for any length of time. This was the conclusion drawn by pharmacologists years ago from Pohl's work, and the sad results which have recently followed the consumption



View in the Laboratory of the New York Department of Health.— Commissioner Lederle at Left, Chemist Deghuae at Right of Picture.

of tinctures in place of ethyl alcohol as required by the United States Pharmacopœia. The official report made by Dr. Deghuae, the Department chemist, follows:

REPORT OF DR. DEGHUAE.

Methyl alcohol is a product of the distillation of wood, and all commercial grades contain impurities of which the principal one is acetone. Of late years a purified methyl alcohol has been on the market. The substitution of methyl alcohol for the higher purified ethyl alcohol in medicinal preparations is a very serious menace to the public health. All authorities agree in the condemnation of its use, and in the assertion of its deleterious effects upon health. Dr. John J. Reese, in his work on "Medical Jurisprudence and Toxicology," states: "Within the last few years a purified methyl alcohol has been sold. It is supposed to be nearly pure, and has been used a great deal, often surreptitiously, as a substitute for common or ethyl alcohol. Numerous instances of sudden and serious blindness have been traced to the use of this methyl alcohol, and it seems that it has a special toxic effect, different or at least far more virulent than the common alcohol. Less than half an ounce is said to have produced permanent blindness.

of preparations containing methyl alcohol show the danger of departing from recognized methods of pharmacy in the manufacture of compounds without full knowledge of the physiological action of the ingredients."

METHYL ALCOHOL IN SPIRIT OF CAMPHOR.

A few samples of tincture of ginger and of spirit of camphor were collected for preliminary examination. Of the eight samples of tincture of ginger all had been prepared with ethyl alcohol as required by the Pharmacopœia. Among the samples of spirit of camphor, several were found to have been prepared with methyl or wood alcohol. Examinations of samples of this preparation were therefore continued. Spirit of camphor is a simple preparation, being merely a 10 per cent. solution of camphor in alcohol, and is nearly universally made by the retail druggist himself. It is frequently used internally, and is a common home remedy.

In all 215 samples were collected and examined. Of these 175 were properly prepared with ethyl alcohol, while 40 contained methyl alcohol. In 30 of the latter methyl alcohol had been used exclusively, no ethyl or grain alcohol being present. Ten samples contained both ethyl and methyl alcohol. Five

of the adulterated samples had "for external use" printed in small type on the label. Three, on the other hand, had printed directions for internal use on the labels, as follows: "Dose, from five drops to a teaspoonful, first added to sugar and then mixed with water." These three samples had been prepared with methyl alcohol exclusively. The rest were labeled simply "spirit of camphor."

THREE CASES TO BE TRIED.

The Department of Health has begun proceedings against two druggists in Manhattan, and will prosecute another in Brooklyn. These three are the ones from whose stores the samples were obtained, and found to be prepared with methyl alcohol, being labeled also with directions for internal use, as already stated. The two cases now pending in Special Sessions are those against Scarpelli & D'Agostino, at 2198 Third avenue, and Carl Kohler, at 813 Third avenue. Action has not yet been begun against the Brooklyn druggist, but will be shortly, and others against whom evidence has been procured may also be prosecuted.

WHO PROMPTED THE HEALTH DEPARTMENT?

One day last week a representative of the AMERICAN DRUGGIST called on a prominent member of the eastern branch of the New York State Board of Pharmacy, and in the course of conversation reference was made to the Board of Health's activity in investigating drugs and to the possible reasons why the Health Department is devoting so much time and attention to a field that is a special province of the State Board of Pharmacy. This member of the Board of Pharmacy said: "I will not make the positive assertion because I am not absolutely sure of my ground, but there is substantial reason to believe that the Health Department has been 'tipped off' by none other than a member of the State Board of Pharmacy to carry on this investigation. He has supplied the Department with information, and no doubt has urged the health authorities on in their crusade. This was particularly true in the phenacetin investigation recently made by the Health Board. The suggestion was made to that part of the State Board of Pharmacy which has charge of investigating adulteration and substitution, that this committee co-operate with the city Health Department in the latter's drug investigations. The suggestion was turned down by the committee not because of any unfriendliness toward the health officials, but because such investigations are an important part of the duties of the State Board. There was no occasion for joint effort in the direction indicated, and the committee thought it best to carry on its own work by itself. The Department of Health undoubtedly has ample authority to make these investigations under the Pure Food law of the State. The same duties are specially imposed on the State Board of Pharmacy by the act creating that body; but of the two departments, leaving the question of authority aside, it seems to me that investigation of adulteration in drugs belongs more to the Pharmacy Board owing to the nature of the duties which that body is supposed to perform. Besides, the latter is concerned only with drugs and chemicals and with the regulation of pharmacy generally. The Health Department has a much wider field, and I think it could much better employ its time and energies in seeking to remedy conditions along other lines, leaving drug matters to the State Board of Pharmacy. The latter has been criticised for hounding druggists, while some of their neighbors (who are not druggists) are doing things in direct violation of the Pharmacy law. The State Board is trying to disabuse druggists of this idea, which is entirely erroneous. Stores other than drug stores have been found where poisons are sold, for instance, without even being labeled as such. The Board has been and is still engaged in rounding up such places—a fact which I was pleased to see made the subject of editorial commendation in the last issue of the AMERICAN DRUGGIST.

"As for the Health Department's campaign against wood alcohol—that is right and commendable. The State Board has made similar investigations. Any effort to stop adulteration or substitution by the use of methyl alcohol for ethyl alcohol where the latter is prescribed and called for should receive the active support of every reputable pharmacist."

SIDNEY FABER INTERVIEWED.

Sidney Faber, secretary of the eastern branch of the State Board of Pharmacy, said, with regard to the impression in some quarters that the Board was not making analyses to detect substitution and adulteration, that no doubt this impression had been caused largely by a rule of the Board whereby no druggist is prosecuted for his first offense. When a druggist has been found violating the law he is warned by the Board not to do it again; but there is no prosecution until the second offense by the same party. This custom, Mr. Faber thought, tended to nullify the force and effect of the law. Under such an administration or construction of the statute,

it was not surprising if a druggist felt that he could violate the law at least once with impunity, or until he received his first warning.

Mr. Faber also said that there was no antagonism between the State Board of Pharmacy and the Department of Health; that the relations between the two were most friendly; that the Health Department was assisting and co-operating with the Board of Pharmacy, and vice versa.

BILLS IN N. Y. LEGISLATURE.

Opposed by Pharmacists—Simpson Bill a Backward Step—Bostwick Measure Impracticable and Needless—McManus Bill Worries Manufacturers.

Druggists have not been troubled much with legislation at Albany so far this session. There are, however, no less than four bills pending, all of which are meeting with strong opposition. These bills are Senate Bill No. 229, known as the soda water bill; McManus Bill, Assem., 348; Bostwick Bill, Assem., 845, and Simpson Bill, Assem., 924. The latest bill is that introduced in the Assembly by Mr. Simpson, and now before the Committee on Public Health. It is entitled an act to amend the public health law and the acts amendatory thereof, in relation to pharmacy. The bill allows the sale by merchants of domestic remedies when sold in the original packages bearing thereon the label of a licensed pharmacist. It also allows merchants and dealers to sell poisons, provided that all poisonous domestic remedies so sold shall be sold in the original packages bearing thereon the label of a licensed pharmacist. The present pharmacy law provides that, in places in this State, outside of incorporated cities and villages, not having therein or within three miles thereof a regularly licensed pharmacy or drug store, merchants and retail dealers may sell the ordinary non-poisonous remedies.

This bill is looked upon as a step in the wrong direction—in fact, a step backward. One argument advanced against it is that it paves the way for a return to the old practice of putting up laudanum and similar articles and distributing them all over the State to be handed out whenever called for, in the original package, although any length of time may have elapsed before they are so sold and therefore they may have become stale and lack very essential properties. The policy of the State, in matters pertaining to pharmacy, has been toward a higher standard in pharmacy, the aim having been to secure a higher degree of education and intelligence among druggists and pharmacists, and to provide every possible safeguard for the public. The Simpson bill is considered entirely out of line with these efforts and it is believed that if passed it would undo much of the valuable work already accomplished.

The Bostwick bill is attracting much attention. It provides that all manufacturers or importers of drugs must affix to all packages containing same a certificate in writing indicating the purity, strength and genuineness of such drugs and their ingredients, and in cases where they are liable to deterioration through lapse of time, the certificate must state the date after which they will deteriorate and after which they must not be sold. In all cases the certificates must state the date of manufacture or importation, also the date of the sale. It furthermore provides that any manufacturer, importer, or dealer in drugs, or other persons who shall sell, offer or expose for sale, dispense, or give away any drug which shall not have affixed to its wrapper or package a certificate as mentioned, will be guilty of a misdemeanor, and the absence of such certificate will be deemed sufficient evidence of the guilt of such accused person. Any druggist, dealer or other person who shall have in his possession or offer for sale or sell any adulterated drug, as defined in the health law, or any drug not certified to as mentioned, will be held guilty of a misdemeanor; and it will also be a misdemeanor for any one to have in his possession after the specified time limit drugs subject to deterioration, or to sell the same after the time limit. The bill provides against substitution in the following language: "Any druggist or dealer or other person who sells a drug not demanded by the buyer in place of that demanded, or substitutes any drug not requested, for another, without the knowledge and consent of the buyer, shall be guilty of a misdemeanor." The bill if passed will take effect next September.

This pending bill has aroused a storm of protests from druggists. It is understood to have been introduced at the request of medical societies, and to have their backing. A hearing was to have been held on it on March 18, but William Muir, of the Kings County Pharmaceutical Society, requested a postponement on account of the Board of Pharmacy exami-

nations which take place on that day. The hearing will accordingly be held on March 25. The druggists argue that the proposed law is not only impracticable and impossible of execution, but that it is needless legislation in view of the State Pharmacy law already in effect. The certificate system would not insure purity, strength, etc., in articles subject to deterioration, since in many cases the articles deteriorate under various conditions regardless of time. In other words they might keep for months or years under proper and favorable conditions, but on the other hand might deteriorate quickly on exposure to heat, air, light, etc. The provision on substitution is considered especially objectionable. According to the proposed law, no druggist could substitute one make of a preparation for another called for, even though they both were made from the same official U.S.P. formula. The present pharmacy law holds the dispenser responsible for quality and purity of the drugs and preparations he sells, which is considered a much better safeguard to the public than the certificate system contemplated in the pending bill.

The so-called soda-water bill and the McManus bill, the latter being aimed against deception in advertising patent remedies, are still pending in the Legislature. Neither of these measures seems to be worrying druggists very much at present. The McManus bill more directly concerns the manufacturer and is most radical in its provisions, as noted in the last issue of the AMERICAN DRUGGIST. It is believed that the soda-water bill will not be reported from the Committee on Codes.

Obituary.

MAHLON K. SMITH.

On March 4, Mahlon K. Smith, president of the Smith, Kline & French Company, Philadelphia, died at his home, 3801 Chestnut street, in that city. The deceased was born in Salfordville, Montgomery County, Pa., on December 22, 1830. He learned the drug business in the store of his uncle, George K. Smith, and became interested in that firm before the close of their business career, which occurred soon after the breaking out of the war. George K. Smith & Co. were doing a very large Southern business, but they were so crippled by the war that they wound up their business about 1862. Mr. Smith then formed a partnership with George Y. Shoemaker, under the name of Smith & Shoemaker, and started a wholesale drug business in Philadelphia at 243 North Third street in 1863.

In 1868 the firm name was changed to Mahlon K. Smith & Co., and a few years later, George Y. Shoemaker retiring, it was again changed to Smith, Kline & Co. The business outgrowing these premises was removed to 309-311 North Third street in 1878, and later the large building, 429-435 Arch street, was erected especially for the still growing business, and removal was made to these premises in 1887.

On July 1, 1888, the concern were incorporated under the name of Smith & Kline Company, and Mr. Smith was elected president, and held that position up to the time of his death. In 1891 Harry B. French, of the firm of French, Richards & Co., became associated with the corporation as its vice president, the corporation's name being then changed to Smith, Kline & French Company, the present title. Mr. Smith had not for a number of years been active in the business, though up to within two weeks of his death he came to the office for a few hours each day and manifested the keenest interest in its affairs.

Mr. Smith was a man of sound judgment, and endeared himself to his associates, with whom he had been connected for so many years in business, by his sympathy with them and the support extended to them in their efforts to increase the business of the corporation and to raise the standard of the business. Every effort in these directions received his cordial approval and support, and in these ways he was an important factor in the making of the business what it now is.

He is survived by one child, a daughter, whose husband, J. Clifford Buck, is in charge of the French-Cave Department of the Smith, Kline & French Company's business.

ANDREW B. ROGERS.

As the AMERICAN DRUGGIST was going to press the sad news was received of the sudden death of one of the most prominent, popular and esteemed men in the local drug trade—namely, Andrew B. Rogers. Only meager details of his unexpected demise and of his life can be given here, but a more extended notice will be given in our next issue.

Mr. Rogers had been in ill-health for some time past and resigned from business about a year ago, severing his active connection with the well-known firm of Rogers & Pyatt, dealers in drugs, chemicals, shellac, etc. He continued, however, to associate with fellow members of the drug trade and up to the last took a keen interest, as was his custom, in all affairs of consequence to his chosen calling. In fact on the morning

of the day on which he died, Thursday, March 5, he was talking with parties in the office which had been his business headquarters for so many years. The news of his death, from heart disease, at 1.30 p.m. on that day was a great shock to a host of friends. He died at his home, No. 263 Jefferson avenue, Brooklyn.

The deceased was 53 years of age. He was born in the old Ninth Ward, New York, and had lived in this city all his life. He was a prominent member of the Union League Club of Brooklyn, and was conspicuous in public matters pertaining to the drug and allied trades, particularly in matters of legislation. He was for many years an active member of the N. Y. Board of Trade and Transportation, having been a vice president of that organization and chairman of its Drug Trade Section.

Deaths in the Drug Trade.

DYER.—In Waukegan, Ill., on Thursday, February 26, E. L. Dyer, in the thirty-third year of his age.

HANDY.—In Morristown, Ind., on Friday, February 13, Augustus Handy, in the fifty-eighth year of his age.

KEENER.—In Newport, Ky., on Monday, February 23, Dr. C. S. Keener.

THOMPSON.—In Troy, N. Y., on Sunday, February 15, William Augustus Thompson, of the firm of John L. Thompson, Sons & Co., in the sixty-ninth year of his age.

TUCK.—In Wilkes-Barre, Pa., on Wednesday, February 25, Henry C. Tuck, senior member of the firm of H. C. Tuck & Co., in the forty-sixth year of his age.

WAKEFIELD.—In Columbus, Ga., on Thursday, February 12, O. W. Wakefield, in the forty-fifth year of his age.

WILLIAMSON.—In Hamlet, N. C., on Saturday, February 21, J. H. Williamson, of Monroe, N. C.

SWAIN.—In Middleport, N. Y., on Friday, February 20, Eliphalet J. Swain, manager of the drug store of Webber & Gardner.

PETERS.—In Newark, N. J., on Sunday, March 1, Dr. Alexander E. Peters in the sixty-eighth year of his age.

BILLINGS.—In Bridgeport, Conn., on Saturday, February 28, Stephen H. Billings, in the forty-ninth year of his age.

JONES.—In New Hartford, Conn., on Friday, February 27, Herman Leroy Jones in the eighty-second year of his age.

The Department of Commerce.

The creation of a Department of Commerce in the United States has awakened great interest in other countries and especially in the mother country, where our active but friendly rivalry in the world's markets is a subject of much attention, and the appointment of a Minister of Commerce for the United Kingdom is being urged. The London Chamber of Commerce Journal, the official organ of the London Chamber of Commerce, in a recent issue says:

"In this country the opinion was for long held that the best way to assist trade was to leave it severely alone and to rely upon the foresight, skill and energy of our merchants and manufacturers to maintain our pre-eminent position in the world's markets. Latterly, however, there has been a tendency to direct the attention of Parliament more and more to commercial matters. . . . The feeling is rapidly growing in intensity that what is really wanted is that they should be entrusted to a Minister with a full Cabinet rank, who must himself be a business man, and whose sole duty shall be to watch over, foster and support the vast trading and industrial interests of the country. We are now at a period of tense rivalry in trade; our merchants and manufacturers are face to face with the keenest competition that has ever been known, and that competition is daily developing. . . . In the United States, which may be looked upon as our most formidable competitor, and whose people are keenly alive to the necessities of modern commerce, the need for such a Minister has already been fully recognized. Surely Great Britain cannot afford to lag behind."

The Coca Cola Company Win a Suit.

Judgment has recently been rendered in the United States Circuit Court at Atlanta in favor of the Coca Cola Company who have sued the United States Government for the sum of \$29,502, being the amount of taxes paid by the company under the war revenue act. The Government held that Coca Cola was a medicine and collected this tax over the protest of the company, who claimed that it was a beverage and not a medicine. Dr. Geo. F. Payne, of Atlanta, appeared as an expert chemist for the Coca Cola Company, stating that the quantity of caffeine contained in it was comparable to that contained in tea or coffee as a beverage that is ordinarily used.

GREATER NEW YORK.

Frank S. Hereth, of the Searle & Hereth Company, Chicago, visited the local drug market recently.

L. S. Du Bois, of the wholesale drug firm of Du Bois, Kolb & Co., Paducah, Ky., was in town last week. Mr. Du Bois is one of the most prominent and progressive citizens of that place, and is president of the Commercial and Manufacturers' Association.

On Thursday, March 19, the Consolidated Drug Company will vote on a proposition to increase their capital stock to \$40,000 from \$28,250, the present capital. The company are now composed of 150 members, each of whom holds \$175 worth of stock. It is proposed to increase the membership to 200, each member to have two shares of the value of \$100 each, thus making the capital \$40,000. This plan will in all probability be ratified at the coming meeting.

The annual meeting of the College of Pharmacy of the City of New York will be held on Tuesday, March 17, at 8 o'clock p. m., when the following candidates for office will be balloted for: President, Charles F. Chandler; vice-presidents, Wm. Jay Schieffelin, Herbert D. Robbins, John R. Caswell; treasurer, Clarence O. Bigelow; secretary, Thomas F. Main; assistant secretary, O. J. Griffin; trustees to serve three years, Frederick W. Carpenter, Thomas P. Cook, Arthur H. Elliott, Felix Hirsman and Carl Schur; trustee to serve two years, Henry Imhof.

Samuel W. Bowne, head of the firm of Scott & Bowne, New York, manufacturers of Scott's Emulsion of Cod Liver Oil, entertained President Roosevelt at dinner on Thursday, February 26, at his residence in this city. Mr. Bowne presided at the bi-centenary celebration of the birth of John Wesley in Carnegie Hall on the same evening and introduced the President to an audience which filled the hall. Mr. Bowne's speech of introduction was seized upon by President Roosevelt as a topic for some remarks which were not originally intended to be made and Mr. Bowne's speech and that of the President have been widely commented upon in the newspapers.

Col. E. W. Fitch, manager of the New York branch of Parke, Davis & Co., returned last week from a two weeks' sojourn in Havana. It was a business and pleasure trip, and the genial Colonel spent his entire time in Havana. He visited the large drug stores, and was particularly impressed with the difference between the pharmacies kept by Spaniards and those conducted by Americans. The Spanish drug stores in Havana are, as a rule, very neatly arranged, and are quite free from the conglomeration of small articles of all sorts in the drug and allied lines, which is such a familiar sight in American stores. Colonel Fitch showed a picture of one large store in Havana, the interior arrangement and appearance of which was severely simple; the counters were entirely free from goods of any description. Everything seemed to have had a place somewhere out of sight, though within easy access, a supply room adjoining the store. This place was typical of the Spanish drug stores. The Colonel visited many places of historic interest, notably the cathedral and Morro Castle. The entire trip proved most enjoyable, but Colonel Fitch says that there isn't much opportunity there for Americans in the drug business, largely for the reason that the Spaniards have been in that field so long.

German Apothecaries Discuss Phenacetin Charges.

The regular meeting of the German Apothecaries' Society was held March 19, and was well attended. Several matters of interest to the trade were discussed and acted upon. Both the commissioner and the chemist of the Health Department of New York had been invited to be present, but sent regrets that they could not attend. The recent phenacetin investigation was discussed, and opinion seemed to be divided as to whether the Department of Health was sincere in that investigation. Felix Hirsman expressed his conviction that there was nothing in common between the department and the manufacturers of phenacetin: the episode was characterized as unfortunate. On motion of Mr. Hirsman resolutions were passed condemning substitution in any form and promising the active co-operation of the society with the health officials.

It was decided to give an entertainment some time during the latter part of April, the details to be arranged later.

The benzoin question was brought up, and the society voted to consult counsel with a view to bringing a friendly suit to test the validity of the regulations which now seem to discriminate against druggists. It is alleged that druggists are

not allowed to sell benzoin, etc., while paint stores, for instance, in some way get around the new regulations, or are permitted to have and sell benzoin.

Fire insurance matters were discussed, particularly the recent reduction of 25 per cent. It seems that no rebates are being allowed to druggists on their old policies, and efforts are to be made to secure such rebate if possible. It is understood that the fire insurance companies allow the reduction or lower rate given to the druggists only on new policies.

The New Ed. Pinaud Building.

An important and highly successful function took place on Thursday afternoon, March 5, in the new and handsome American headquarters of the Parfumerie Ed. Pinaud, in the Ed. Pinaud Building, at Fifth avenue and Fourteenth street, when the new offices were formally opened by Emil Utard, who is justly entitled to the credit for the present enviable position occupied in America by this well-known French perfumery establishment. M. Utard was assisted in receiving his many friends by George Klotz, son of Victor Klotz, proprietor of the Parfumerie Ed. Pinaud, Paris, who came to this country especially for this occasion, which is regarded as another notable step in the advancement of their general business. Many members of the newspaper and technical press of New York and numerous buyers from out of town were present as invited guests.

The entire office floor of the new building was profusely decorated with the choicest blooms, which seemed to vie with the products of the laboratory in lending fragrance to an atmosphere already surcharged with delightful odors. Indeed it was difficult to distinguish between the natural violet, rose, carnation, etc., and the Pinaud odors.

Some establishments acquire fame and distinctive position among the trade by one method, while others obtain it by another; but aside from the high degree of merit embodied in the many Pinaud toilet preparations known all over the world, it is proper to say that much of the success of the Parfumerie Ed. Pinaud in this country is due to extensive and judicious advertising as well as to the many excellent personal qualities possessed by M. Utard, the sole American agent. We are confident that our readers will join with us in wishing him the utmost success in the further development of his business.

WESTERN NEW YORK.

The Finest Drug Store in the World—Political Forecasts—Business Good.

(From our Regular Correspondent.)

Buffalo, March 5.—"You are now standing in the finest drug store in the United States or out of it," said President Thomas Stoddart, of the New York State Pharmaceutical Association, who was showing a visitor the special features of the new wholesale and retail store of Stoddart Bros., at 86 and 88 Seneca street, Buffalo. Let any one who imagines that the statement was prompted by mere vanity drop in and judge for himself. The store is 53 feet front by 190 feet deep, thus affording more than 10,000 square feet of floor space on the first floor, and there are four floors, so that manufacturing will be carried on to a considerable extent, as well as sales and storage of goods. The firm claim no special features, but merely put in a claim for everything that should belong to a drug store, without making a department store of it. Still there are many things that would warrant special mention. The firm have long been the great sellers of soda water and ice cream in the city, and the new soda fountain extends so far along the western wall of the store that it takes a trip to walk from one end of it to the other. The opening was on February 26 and was made without any suspension of business. At 10 p. m. the old store adjoining, where the firm had been located 26 years, had been hastily despoiled of what remained of the stock, and by the morning the new store was complete.

A BRISK BUSINESS DOING.

Business is good in the Buffalo retail drug stores and appears to be improving right along. One would think that the cry of the bacteriologist and the City Health Commissioner, made lurid by the headlines in the city papers, had struck in and everybody was preparing for a siege of typhoid fever; but there is next to none in the city, and there is the usual state of health. Perhaps druggists' wares are now looked on as luxuries—certainly some of them are—and so the increased sales are accountable by the liberal amount of money in peo-

ple's hands. At any rate the business in drugs is better than it used to be, and it will continue to improve till there is another wave of new stores to divide the profits with the older ones, as is sure to be the case in a short time. The drug trade is too neat and attractive for the well-being of the druggist.

POLITICAL POSSIBILITIES DISCUSSED.

There is already plenty of politics in the air among the Buffalo druggists, in spite of the fact that there will be no chance to make a trial of strength till November. Alderman Neil McEachren will come up again for re-election, with a good record to help him. J. A. Lockie is preparing to run for Supervisor in his ward, and the ward committee is after George Reimann for Alderman of his ward. The district is against his party, though, and he is doubtful of the issue. It will take a large amount of persuading to make a candidate of him.

THE FEBRUARY DANCE A SUCCESS.

The February dancing party of the Buffalo druggists was a great success, the attendance being very large. Preparations are now making for the masked ball soon to come off. As this closes the season, it will be made the most of. It was noted that the bowling set-to, that followed the late party before there was time for another sleep, brought out an unusually large number, and a big score was run up, so it will have to be inferred that the social feeling in Buffalo drug circles is strong.

MASSACHUSETTS.

N. A. R. D. Work in New England—Fourteen Auxiliaries in Boston—Price Schedules Prepared for Boston—Six New Druggists Registered.

(From our Regular Correspondent.)

Boston, March 4.—Doctor Hoffman, assisted by Messrs. Stamm and Singer, is rapidly completing the organization of New England under the N. A. R. D. Mr. Singer has been recently at work in Rhode Island. At the present time 38 organizations exist in Massachusetts, the formation of which was directed mostly in person by Doctor Hoffman, the others by those under his supervision. Practically speaking, every druggist, as far as the territory has been covered, belongs to the N. A. R. D. Here in Boston and vicinity 14 auxiliaries have been laid out, and nine are already organized. The presidents of these auxiliaries form the Executive Committee of the central organization, known as the Boston Apothecaries' Association. A part of the recent work of Doctor Hoffman is the organization of the druggists of East Cambridge and Somerville, known as Auxiliary No. 7. The president is Prof. E. H. La Pierre; vice-president, A. Cunningham; secretary, I. R. Heath; treasurer, M. H. Plummer; chairman of the Executive Committee, C. H. Crane. The trade in Woburn and Winchester recently combined through the efforts of the N. A. R. D. agents. This organization is independent of the Boston association. The president is A. W. Whitcher; vice-president, Henry G. Young; secretary, W. E. Doyle; treasurer, Samuel Highley; chairman of the Executive Committee, Samuel Robbins. The Charlestown Association, known as Auxiliary No. 9, is officered as follows: President, P. J. McCormack; vice-president, A. L. Kimball; secretary, J. S. Holland; treasurer, W. C. Draper; Schedule Committee, L. B. Butler, C. G. Butler, E. L. Cumings, J. J. Kelley and H. A. Stone.

WALTHAM DRUGGISTS ORGANIZE.

The druggists of Waltham recently formed an organization for the purpose of agreeing upon prices. These officers were elected: President, E. J. Williams; vice-president, Henry C. Hall; secretary, Chester Sawyer; treasurer, Edward Kelley; trustee, R. E. Harrington.

PRICE SCHEDULES PREPARED FOR BOSTON.

On March 2 there was a meeting of the presidents of the different auxiliaries here in Boston. These form the Executive Committee of the central association, as above noted. The matter of price schedule was discussed at length, and it was finally voted to have all of the auxiliaries prepare their schedules and have them ready to send out March 15, if Doctor Hoffman deems this step advisable. It is thought that the minimum downtown price will be increased somewhat, but there will be an attempt at uniformity throughout the city. Henry Canning was elected temporary chairman and George W. Cobb temporary treasurer and secretary.

On the afternoon of the same day there was a meeting of Auxiliary No. 1. It was voted unanimously to adopt the sched-

ule as outlined by the Schedule Committee some time ago. This will be known as the downtown schedule, and will be issued at the same time as the other lists. It gives an increase of 10 per cent. on most goods, and its adoption has been agreed to by all of the large downtown dealers, with one exception.

LEGISLATIVE MATTERS.

There was a hearing at the State House last week on a bill relating to the license question. It was to make three divisions on the ballot covering this subject, the first indicating second and third classes, another as to the sale of grocers' licenses and the third question as to the granting of druggists' licenses. J. A. Esterbrook, of Fitchburg, said that as a druggist he favored the bill. He thought the open saloon a bad thing for the people, but believed they should have the privilege of purchasing liquor to take home. The bill gives personal liberty. The idea will hardly receive favorable consideration on the ground that the divisions would prove confusing to the voter. The Senate order that the State Board of Health report relative to the danger to public health in the sale and use of face bleaches has been rejected.

REGISTERED BY THE BOARD.

During February the following candidates successfully passed the examinations of the Board of Pharmacy: John J. Fraser, Malden; Edward S. Hanson, Taunton; Horace F. Ryder, Boston; Edmond Chapdelaine, Southbridge; William E. Clogston, Boston, and George F. Mead, Worcester. Mr. Hanson is a member of the senior class M. C. P.

PENNSYLVANIA.

Drug Legislation at Harrisburg—A Drastic Anti-Opium Law—The Usual Formula Bill Introduced.

(From our Regular Correspondent.)

Philadelphia, March 5.—The Legislative Committee of the retail and wholesale druggists have their hands full in trying to keep the different committees in the legislature from reporting on bills relating to the drug trade. Every session of the Pennsylvania Legislature there are bills offered which if passed would make a revolution in regard to the manner of conducting the drug business. For some years past an effort has been made to prevent the indiscriminating selling of morphine, opium and like drugs. The bills offered have always been too radical and looked as though they were drawn in the interest of the physicians. On February 23 Representative Salus, of this city, introduced a bill in the House which, if it becomes a law, will affect a great many proprietary medicines. This bill is to regulate the sale of poisonous or narcotic drugs or medicines and patent or proprietary medicines containing narcotic substances. It relates to the druggist exclusively, as dentists and veterinarians are not included. The bill, free of all unnecessary verbiage, is as follows:

Section 1. Be it enacted, etc., That it shall be unlawful for any person or persons within the Commonwealth to sell or furnish any medicines, drugs, mixtures, pharmaceutical preparations or combinations of drugs which contain opium or its alkaloids, cocaine, chloral, or pharmaceutical preparations of coca or its alkaloids, morphine, codeine, heroin, except by separate order of a duly qualified physician, authorized by law to practice medicine within this Commonwealth.

Sec. 2. It shall be unlawful for any person or persons within this Commonwealth to sell, offer for sale, expose for sale, or have in his, her or their possession with intent to sell, any medicine, drug, mixture, pharmaceutical preparation or combinations of drugs, commonly called patent or proprietary medicines, which contain opium or its alkaloids, morphine, codeine, heroin, cocaine, chloral or pharmaceutical preparations of coca or its alkaloids, or any compound containing whiskey, brandy, wine or other intoxicating liquor.

Section three of the bill excludes dentists and veterinarians. Section four relates to the penalty, which is \$100 for a violation of any part of the law, or six months' imprisonment. The bill if passed is to become operative September 1.

It is believed that this bill will never come out of the committee. The chairman of this committee is a druggist, and naturally he will look out for the interest of his profession. Last week a delegation from this city appeared before the committee and made a strong fight to have the bill tabled.

TO PUBLISH FORMULAS.

Besides the above bill another has been presented, which is known as the Mayne bill. It is the usual formula bill which crops out at every session. Its object is to compel all manufacturers of proprietary medicines to print all the formulas on every package. There was a hearing given to the manufacturers on this bill last Thursday, and it is believed it will go the same route that bills of a similar character have been sent.

A CORRECTION.

In our last issue we reported a bowling contest held at New Brunswick, February 14, between teams represented by J. Ellwood Lee Company, Conshohocken, Pa., and Johnson & Johnson, of New Brunswick, N. J. In addition to the games therein reported, an official match took place for the championship of the respective companies between A. R. Lewis, secretary of Johnson & Johnson, and Frank R. Jones, secretary of J. Ellwood Lee Company. The match consisted of one game, played according to American rules, and resulted in a victory for Conshohocken, Mr. Jones having scored 189, as against 127 made by Mr. Lewis.

THE BOWLERS.

The success of the Druggists' Bowling League in attracting attention has given new life to those who are desirous of forming a drug club in this city. Two meetings have been held for the purpose of mapping out a plan, and it is understood that many new druggists have signified their intention of joining the club. The movers in the scheme this time are as follows: J. D. McFerrin, A. L. Wolcott, A. B. Willson, Chas. Selther, Geo. Burk, F. R. Rohrman, D. E. Bransome, E. B. Galton, Herbert Woodnut, A. H. Bolton, Jr., T. B. Kerlin, N. R. Shemy, W. Rank, Clarence Nichols and some others.

The Pennsylvania Board.

Philadelphia, March 5.—The examination that some of the recently graduated druggists have to go through before they can practice in this State is growing harder and the number of failures is greater. At the examination which was held in this city on January 17, there were 329 applicants. Of this number 87 passed as registered pharmacists and 95 as registered assistant pharmacists. The following were the successful ones:

Registered pharmacists: I. Dale Meals, Harrisburg; J. H. Levering, Norristown; Horace W. Watson, Allegheny; David Stoltz, Syracuse, N. Y.; Thomas B. Lee, Camden, N. J.; Max A. Friedlander, Easton; Herman L. Dague, Charleroi; J. Pozzelt, Conshohocken; Benjamin Yeager, Sunbury; John M. Walker, Braddock; Floyd A. Shimer, Easton; Harry E. Wertz and Emil K. Roth, of Johnstown; Guy S. Boyd and George W. Eyater, both of York; Norman W. Mennesinger, Beaver Falls; G. A. Harley, Henry O. Danner, William A. Dalrymple, Winfield S. Smith, W. Garland Hankins, all of Pittsburgh; Fred J. Crandall, Wilkes-Barre; Fred H. Harmering, Defiance, O.; Edwin G. Weltner, Uniontown; E. Bothwell, Willow Grove; Clarence Jones, Dox Run; Harold L. Gillespie and Charles W. Box, of Scranton; William W. Oster and L. E. Ranck, both of Lancaster; George W. Dreiglebia, Wilkes-Barre; Alga R. Povitzky, Mahanoy; Minor G. Dunaway, Fairchance; Harry T. Ray, Wilkesburg; Harry D. Missimer, Reading; William H. Galbraeth, Germantown; Daniel G. Allen, Forrest City; M. D. Morgan, Williamsport; Ralph G. Stevenson, Jersey Shore; George A. Dunning, Stroudsburg; Lawrence Edwards, Frackville; David S. Snyder, Somerset; Walter E. Stallsmith, Parson; Alcy Currender, Wilmington, Del.; Otto W. Schmidt, Canton, O.; Joseph F. Vandyke, Sunbury; Frank J. Chambers, Atlantic City, N. J.; Henry P. Hill, New York City; William C. Swartz, Milton; J. C. Chisholm, Rockwall, Tex.; William F. Bee, Salt Lake City, Utah; H. Albert, Freeland; Charles F. Jeager, W. G. Malloy, Roswell, N. Eddy, Robert E. Lee, Charles A. Apple, Arthur G. Ames, Thomas H. McWhorter, Carlton C. Comfort, Oscar C. Schmidt, Harry O. Heaske, Horace Michael, Robert F. Woodill, W. C. Lacing, Robert W. Allen, Joseph Suttiff, Leo J. Tuntzsky, William B. Ayres, J. C. Mayers, William I. Shnee, Wilbore F. Kelly, Horace B. Morgan, James H. Frolinger, Walter E. Scott, Joseph P. Garvey, Henry G. Billie, James H. Hetherington, H. W. Hemmersbach, O. N. Hinski, Charles E. Walmsley, E. E. Riley, John C. Hardel, William N. Foster, Lorne E. Hastings, M. H. Cohen, Samuel M. Laskin, William E. Dowart and Edgar D. G. Foltz, all of Philadelphia.

Registered qualified assistant pharmacists: Benjamin S. Fay, Harry C. Karns, Landis R. Hay, George T. McClure, of Harrisburg; Dean G. Crawford, Gowanda, N. Y.; Eugene M. Camp, Elizabeth; Milton E. Hohnbaught, Moorestown, N. J.; G. Ralph Schrader, Johnstown; Stanhope M. Scott, Terra Alta, Va.; I. J. Robenold, Allentown; Theodore D. Schneider, Sunbury; Malcom Elsenhart, Shamokin; Joseph M. Spratz, Braddock; Thomas R. Morgan, Mauch Chunk; Nellie J. Stevenson, Jersey Shore; Margaretta Hodge, Blairsville; Joseph L. Wade, Bridgeport; Samuel Newcomer, Mount Joy; Edgar F. Keely, Boyertown; John C. Shully, Mount Joy; Harry J. Givinner, Centerville; Edwin H. Yeagley, Bristol; C. H. Bogert, Lambertville, N. J.; James W. Raasdale, El Paso, Texas; George F. Grawick, Atlantic City, N. J.; Edward C. Kelley, Jessup; Charles A. Walter, Point Pleasant; Thomas J. Corbynt, Green Bank, N. J.; Robert C. Browne, Charleston, S. C.; Edward Mohler, Ephrata; Daniel F. Reamer, Williamsport, Pa.; William H. Rehrlig, Mauch Chunk; Walter W. Bander, Lock Haven; William J. Phillips, Somerset; G. L. Meridith, Scranton; Samuel R. Ewing, Wilmington; Calvin G. Hughes, Hazleton; Lloyd Wartland, York; Carl E. Schmidt, Canton, O.; Ray D. Gilliland, Snow Shoe; Joseph H. Houck, Barnesboro; L. W. Cravelling, Asbury Park, N. J.; Eugene J. Wipf, Narberth; John Davis, Scranton; David W. West, Bryn Mawr; William E. Moul, Hanover; William S. Ross, Syracuse, N. Y.; Frank W. Cast, Bridgeton, N. J.; Harry N. Whitney, Presque Isle, Me.; W. Howard Dodds, Princeton, N. J.; Joseph H. Becker, Mount Carmel; H. Taylor Richards, Coatesville; Emory L. Beck, Knox; John H. Adams, Reading; L. W. S. Jones, Reading; Chester A. Duncan, Coatesville; George M. Baldwin, Clearfield; Winfield H. Miller, Beverly, N. J.; Clin A. Welser, Myerstown, Pa.; Stacey M. Hoy, Dubois; Peter Colberger, New Jersey; Fred H. De Long, Germantown; Lewis E. Boesser, Raymond C. Becker, Joshua M. Cliffe, William H. Irwin, Otis Lubrich, John Sica, Arthur Minton, Rebecca E. Killon, B. M. Linn, Thomas Bawling, Edward J. Gibbon, Robert Grier, Joseph A. Stocker, Henry C. Long, Jr., James A. Garvey, Clyde A. Bates, William S. Lank, Robert J. Hunt, John R. Rippleloe, Marcus B. Loyer, Harry A. Spangler, Thomas J. Turner, W. T. Shull, Jr., Alexander Hoy, William H. House, Lewis

Weiss, William A. Davis, Joseph A. Quinn, Clyde K. Baer, Samuel Wohlegemuth, Edgar L. Fregol, James H. Stanton, all of Philadelphia.

The next meeting for the examination of applicants will be held in Harrisburg and Pittsburg on April 18.

OHIO.

Druggists Fight for Better Telephone Rates—Demands of the Ohio Valley Association—Talk of Supporting a Rival Company—The Miles Contract—Enthusiasm for it in Cincinnati—Signed by 140 out of a Possible 160.

(From our Regular Correspondent.)

Cincinnati, March 5.—Fifty of the most prominent members of the Ohio Valley Druggists' Association spent three hours in executive session, February 24, in consideration and discussion of the telephone contract dispute. The meeting was the regular monthly one of the association, and the telephone question had been made the special order of the day. A committee composed of Dr. A. L. Zwick, president of the association, with members Alfred De Lang, Emil Zorn, Robert Groenland and Carl Plath, were appointed to wait on the City and Suburban Telephone Association and present the demand which had been previously formulated. The demand of the association, in brief, is that the telephone pay station contract provide for a payment of \$25 per annum to the telephone company, with 40 per cent. commission on all receipts to the druggist by the telephone company. A committee met with the telephone company officials February 25, and the whole question was gone over again in detail and has since been taken under advisement. At the meeting of the association last Tuesday, Attorney Frank Freericks made a report, showing the conditions of telephone contracts in other large cities where there are competing companies. Most of the druggists present have contracts which expire in February or March, and they are anxious that an arrangement be effected at once. The telephone company officials are willing to furnish the druggists with telephones free of charge and allow them 10 per cent. of the receipts dropped through the slots, but they are endeavoring to force the druggists to pay for their individual calls, not excepting medical, fire and police calls. Attorney Freericks, in his report to the association, said that in Toledo the druggists only pay the telephone company \$30 a year for their service and are allowed fire, police and medical calls free, in addition to receiving 40 per cent. of the receipts. A representative of the proposed rival telephone company was present at the meeting, but did not make any statement. There is a general understanding that some of the most influential and wealthy druggists of the city will give their substantial support to the proposed new telephone company, which is likely to be organized to compete with the present company, who have always had an absolute monopoly in the local field. There has been considerable talk during the past month about the progress being made by the promoters of the new company, who have already been incorporated, and efforts have been made to secure a local franchise. The new company expect to use the druggists and wholesale drug houses as a nucleus for the new system, and many druggists and physicians have already volunteered their support.

THE MILES CONTRACT.

Cincinnati druggists, generally speaking, are enthusiastic over the "Miles Contract," especially that part which provides that goods must sell for the full quoted price only, and those who have made a careful study of the contract contend that it will do away absolutely with the cutting of rates in the Miles medicines. A plan is under way for several other local wholesale houses to adopt a contract similar to that put out by the Miles Company. Nearly every druggist in Cincinnati received a copy of the contract about two weeks ago, and there has been no difficulty in securing signatures to the contract. According to reports on file in the office of the Ohio Valley Retail Druggists' Association, 140 out of a possible 160 druggists in Cincinnati have already signed the Miles contract, and those who have not are expected to do so within the next fortnight. The Miles contract is one of the first practical measures resulting from the last national convention of the N. A. R. D.

RESOLUTIONS FAVORABLE TO THE MILES MEDICAL COMPANY.

At the last meeting of the Board of Control of the Ohio Valley Druggists' Association, the following resolutions were unanimously adopted:

Whereas, The Dr. Miles Medical Co., of Elkhart, Ind., has adopted the Contract and Serial Numbering Plan indorsed by the N. A. R. D. at the Cleveland Convention; and

Whereas, The contract form adopted by the Dr. Miles Medical Co. can, with small changes, be made the basis of a form for general adoption by manufacturers in the successful prevention of price-cutting; and

Whereas, The Dr. Miles Medical Co. is, by its sole efforts, undertaking to inaugurate the Contract and Serial Numbering Plan to demonstrate its feasibility in the prevention of price-cutting, all of which will in its carrying out result in immeasurable financial benefit to the retail druggists of this country; be it, therefore,

Resolved, That the Board of Control of the Ohio Valley Druggists' Association, for and in behalf of the association it represents, hereby declares that in its opinion the Dr. Miles Medical Co., on account of the foregoing, is deserving of the lasting gratitude of the retail drug trade of this country; be it further

Resolved, That all members of the Ohio Valley Druggists' Association be earnestly solicited to immediately become retail agents for the Dr. Miles Medical Co.; and be it further

Resolved, That the members of the Board of Control, in meeting assembled, for themselves and for all members of the Ohio Valley Druggists' Association, promise to the Dr. Miles Medical Co. their whole support in the distribution and sale of its preparations, and also to otherwise advance the interests of said company in every possible legitimate manner; and be it finally

Resolved, That these resolutions be inscribed upon the minutes of the board and a copy thereof forwarded to the Dr. Miles Medical Co.

ILLINOIS.

Cocaine Sales to be Suppressed—The State Association Committee Favor Action—Board of Pharmacy Invested with Power—Independent Telephone Plans.

(From our Regular Correspondent.)

Chicago, March 1.—The Legislative Committee of the Illinois Pharmaceutical Association and others interested in the suppression of the illicit cocaine traffic which has assumed such alarming dimensions here, decided recently to favor the passage of a law, which provides:

That no cocaine shall be sold at retail by druggists, except on the prescription of a physician.

That physicians be forbidden from prescribing cocaine for those who are victims of the habit.

That the enforcement of the law be placed in the hands of the State Board of Pharmacy.

That revocation of a druggist's license will follow a second conviction for violation of the law.

That the penalty shall apply to a druggist whose clerk sells the drug with his knowledge and permission.

This bill, as will be noticed, provides that the enforcement of the law be taken out of the criminal courts and made a matter for the State Board's supervision. This provision is expected to work a big change in regard to the suppression of the traffic, which has been nobody's business heretofore. The bill was drafted in compliance with the wishes of the January grand jurors, who returned indictments against five druggists.

DRUG CLERKS ORGANIZE.

An open meeting of drug clerks took place on the evening of February 25 in the pharmacy hall in the Northwestern University Building. Among the speakers were Dr. Oscar Oldberg, John J. Straw, Prof. C. S. N. Hallberg and President Bodemann, of the State Board of Pharmacy. The meeting resulted in adding greatly to the friendly feeling between the druggists and clerks. The clerks were assured that the druggists, instead of opposing the plan for their organization, indorsed it heartily. The point was made that the two associations have a community of interests, and should work in harmony in the effort to remedy conditions.

PHARMACY INSPECTOR ON TRIAL FOR EMBEZZLEMENT.

The trial of Lewis L. Chaffee, chief inspector of the State Board of Pharmacy, who was indicted recently for the embezzlement of \$1,155, began to-day in Judge Brentano's court. Chaffee makes numerous charges of illegal practices against the State Board, but his accusations do not seem to have caused much fright, for the case against him has been pushed as hard as possible. Chaffee collected \$1,155 in fees. He spent the money, he said, in securing evidence against violation of the pharmacy laws. Chaffee's salary check for one month, \$112, was held back, and he started suit against Mr. Bodemann before Justice Sabath for the amount. The first day of the trial before Judge Brentano was consumed in trying to secure a jury.

NEW TELEPHONE CO. MAKE PROGRESS.

The City Council has granted the Illinois Telephone & Telegraph Company permission to connect their tunnels with buildings, and it is promised that within three months 10,000

instruments will be installed in the business district. The telephones to be put in will be automatic, there being no girl at Central. The charge will be 5 cents for each call. The amount collected cannot exceed \$95 in a place of business, or \$50 in a residence. At first the 'phones will be installed only in the area bounded by Michigan avenue, the river and Twelfth street. The area will then be gradually enlarged, until it includes the whole city. When the down town district is wired work will be begun on the north side, then on the west and finally south. Druggists who wish the instruments put in will not have to pay anything, except the 5 cents for a call. "It is as easy to put in a telephone as it is to set up a gas meter," is the attitude of the new company.

CHICAGO NOTES.

James W. Morrisson, president of Morrisson, Plummer & Co., is at Jekyll Island.

Sagar & Lyon have sold their pharmacy in the Stewart Building.

O. P. Raber has recently purchased a store at Kendallville, Ind.

At Garrett, Ind., I. B. Millikel has recently admitted Mr. Clark to partnership. The new firm will be known as Millikel & Clark.

W. G. Barnstable, who recently secured Dr. Jamieson's store at Lake Villa, Ill., was in the city February 28 making purchases.

The State Board has just finished a big grist of examinations. The examiners report that the applicants were far better prepared than is usually the case.

Dr. De Vault has bought the store formerly known as Luehr's, at Harrison street and Marshfield avenue, and has moved it to Van Buren street and Marshfield avenue, where he is using the room formerly occupied by R. M. Wilson.

Smith & Leffingwell, of Evanston, have purchased from J. H. Wells the store known for many years as the Williams drug store, on Davis street, Evanston. They will consolidate it with their former stock at the new location.

The Interstate Medical Association, with a capital of \$50,000, have been incorporated. The incorporators are Julius A. Johnson, Charles A. Koepke and Howard S. Prescott. They will do business in Chicago as chemists, druggists and importers.

J. N. Pearce, a graduate of the Northwestern University, in the class of 1896, has been appointed instructor of chemistry at his alma mater. He was one of the best known football players in the West during his student days. Since his graduation he has been chemist in a soap factory, and has also given instruction in high schools.

Wm. M. Warren, general manager of Parke, Davis & Co., was in this city last Saturday for a conference with his local manager, James E. Bartlett. Messrs. Warren and Bartlett are in St. Louis to-day, which would indicate that the largest pharmaceutical house in the world contemplated opening a branch house there.

F. W. Crandell, manager of the Sorosis Fruit Farm, Saratoga, Cal., was in this city looking after his connections here. Mr. Crandell is interested in the Pacific Coast Borax Company, and at the last meeting of the National Wholesale Druggists' Association conducted the party from the Hotel Del Monte to the Sorosis Fruit Farm, where the party was dined and wined.

R. S. Johnson, of the house of Merck & Co., was with us one day in February. He was going to spend one day in Milwaukee, and was going direct to New York from there for a hurried conference with his chief, after which he would take the vestibuled limited from New York to 'Frisco. Mr. Johnson looked the picture of good health, and seemed at peace with himself and the world. He always has money, good cigars and a smile for his many friends.

The Pasteur Vaccine Company have moved their offices from 158 East Huron street to 219 Randolph street, next door to Sharp & Dohme and the branch office of the AMERICAN DRUGGIST. This is in the very heart of the drug center, within two minutes of three of the largest jobbing houses in the West. Harold Sorby, general manager for the United States and Canada, states that this step was forced, owing to his increasing business. The company will occupy the entire building, three stories in height.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, March 7, 1903.

THE close of the shortest business month of the year has left the drug market in a healthy condition, without any material changes in prices, save in a few articles. The demand for quinine and antipyretics, which has somewhat exceeded the average for this season, has now subsided to some extent, and the market at the close is in a more normal condition. The demand for general goods, including chemicals and essential oils, has been of a moderate character only, but dealers generally express satisfaction with the movement of stock as experienced from day to day, and confidence is felt that the aggregate distribution, since the opening of the year, will bring the average for the season up to the records of previous years. The advancing tendency in quinine, which was commented upon in our last issue, has culminated in a general advance in prices by both foreign and domestic manufacturers. As foreshadowed in our preceding report the sale of bark at Amsterdam on February 26 went off at an advance, and the expected appreciation in quinine followed. The market now appears to be under good control and the disposition seems to be toward even a higher range of values, though there is yet a complete absence of speculative interest. As to opium continued firmness characterizes the market, though the business passing is of an ordinary routine character at the recent advance. The upward movement of values in opium has influenced manufacturers of morphine to announce an advance, but the advance has not had the effect of encouraging business. The market, taken as a whole, is regarded as eminently satisfactory, and confidence is felt as to the outlook for a good spring business. The principal fluctuations for the period under review are noted in the accompanying table:

HIGHER.

Quinine,
Opium,
Morphine,
Rochelle salt,
Seidlitz mixture,
Tartaric acid,
Silver nitrate,
Turpentine,
Nux vomica,
Prickly ash bark,
Cuttlefish bone,
Calendula flowers,
Golden seal root,
Senega root,
Dog grass root,
Cocculus indicus,
Orange oil,
Japan wax,
Sodium nitrate,
Blue vitriol.

LOWER.

Menthol,
Peppermint oil,
Thymol,
Cacao butter,
Jalap root,
Anise oil,
Buchu leaves, short,
Canary seed,
Gallic acid,
Quince seed.

DRUGS.

Acetanilid continues to offer at 20c to 21c, as to quantity, at which range importers are supplying the requirements of the trade, which are somewhat heavy at the moment.

Alcohol continues in active demand, and the undertone of the market is strong, though prices are nominally unchanged,

grain being held and selling at \$2.43 to \$2.45, and wood at 65c to 70c, as to quality.

Ammonium carbonate is in depleted stock and values are fractionally higher, the range for domestic being 7½c to 8½c and foreign 8½c to 9c.

Arnica flowers are held and selling at 8½c to 9½c, the demand being chiefly for the better grades.

Balsam copaiba is in active jobbing demand, and values are well sustained at the range of 37½c to 40c for Central American and 45c to 50c for Para.

Balsam fir, Canada, is without new feature of interest either as regards price or demand; values are nominally steady at the previous range of \$3.15 to \$3.60, as to quality and quantity. Oregon continues held and selling at 65c to 75c.

Balsam Peru continues in moderate jobbing request, and holders are fairly firm in their views, the inside price from importers' hands for original packages being \$1.05 to \$1.10.

Balsam tolu is quiet but firm, with 29c to 30c quoted as the range of the market as to quality.

Barks.—Cascara sagrada is in steady moderate request, with prices firmly maintained at our quotations, or, say, 12c to 14c. Elm, select, is in better supply, and 30c to 36c is now quoted as acceptable. Wild cherry shows a fractional advance, the revised spot quotations being 5c to 7½c.

Buchu leaves, short, are slightly easier in sympathy with the position of the leaf in primary markets, and there are sellers at 27c to 29c, as to quality and quantity.

Cacao butter declined at the monthly auction sales on the 3d inst., and holders here are easier in their views at 27½c to 28c for bulk, as to quality and quantity.

Calendula flowers are firmly held at 23c to 24c, in view of present scarcity, the outside price for prime new.

Cantharides, Chinese, continue to harden in value, and 42½c is now the lowest open quotation of the market.

Chloral hydrate continues the subject of active competition among holders, and while crystals and crusts are officially quoted at 95c to \$1.00 and 90c to 95c, respectively, there are offers to sell in some quarters at a cut from these figures, 80c being named for crusts and 85c for crystals.

Cocculus indicus (fish berries) are under better control, and for the small available supply 3c to 3½c is named as to quantity.

Codiline has developed increased firmness in view of the advance in opium, but quotations are unchanged on the basis of \$3.50 to \$3.65 for pure in bulk.

Codliver oil maintains its firm position, and holders offer in a limited way only in view of the small available spot supply. The latest information from Norway is to the effect that there has been no fishing up to March 5th, and all available stock there has been taken up. This has had the effect of still further strengthening the views of local holders and \$70.00 is now generally quoted, though it might be possible to obtain small quantities of the less popular brands at a shade under this quotation. Among the transactions of the past few days was a sale of 100 barrels for export to London at about \$66.00.

Coumarin is reported in light supply, and with stronger reports from foreign markets, some makers have advanced quotations 20c, \$3.75 being named as an inside figure, though we hear of sales within the range of \$3.40 to \$3.50.

Cubeb berries are selling very slowly, but prices are maintained at the previous range of 9c to 10c for XX whole and 12c to 14c for powdered.

Cuttlefish bone, jewelers' small, has recovered in the face of an improved inquiry, and higher prices are demanded, the inside quotation having been advanced 2c, making the market quotation 52c to 57c.

Damiana leaves are held with more firmness at the general asking price of 10c to 11c, as to quality and quantity.

Ergot is dull and neglected, but the stock here is not abnormally large, and holders maintain the market at 32c to 33c for German and 33c to 35c for Russian.

Glycerin has been in moderately active demand, and quotations are firmly maintained at 14½c to 15c for C. P. in drums and 15½ to 16¼c for cans.

Manna has remained quiet, only small parcels being inquired for, but small flake is in limited supply, and values are steady at 38c to 42c.

Menthol has been further reduced in the interval without, however, stimulating the demand, which does not rise above jobbing proportions. Quotations are now based on \$6.15 to \$6.40 for original packages.

Morphine is higher in sympathy with the improved position of opium, manufacturers having advanced quotations 10c per oz. on the 2d inst., so that the market range is now \$2.05 to \$2.15 for ounce vials.

Opium has been in rather better demand, notwithstanding the improvement in values. Local dealers marked up prices late last month to the limit of \$3.00 for single cases and up to \$3.10 for broken lots, and the market is firm at this quotation. Powdered is in moderate request, with sales at \$3.85 to \$3.70, as to test and quantity.

Quinine responded to a sharp advance in the price of bark at the auction sale at Amsterdam on the 26th ult., with the announcement from manufacturers of a general marking up of prices on the alkaloid, sulphate, and all the minor salts. Manufacturers now quote on the basis of 28c for bulk in 100-oz. tins, and for stock in second hands the ruling quotations are 27c for German and 25c for Java. Alkaloid is quoted at 47c, which represents an advance of 5c since February 7. Quotations on the minor salts in 100-oz. tins are as follows: Acetate, 49c.; arsenate, 45c.; bimuriate, 43c.; bitartrate, 38c.; borate, 40c.; citrate, 41c.; hydrobromide, 41c.; hydrochloride, 39c.; hydroferrocyanide, 43c.; hydriodide, 50c.; hypophosphite, 44c.; lactate, 49c.; phosphate, 40c.; salicylate, 39c.; sulphocarbolate, 33c.; tannate, 29c.; valerianate, 43c.; valerianate, powdered, 44c.

Thymol continues dull with prices irregular, and the latest open quotation shows a reduction to \$1.90 to \$2.00.

Rochelle salt has been advanced by the manufacturers to the range of 18½c to 19c, owing to increased cost of production.

Seidlitz mixture is higher in sympathy with the increased cost of Rochelle salt, and 15c to 15½c is now named, the inside figure being for 15 bbl. lots.

CHEMICALS.

Alum is in unchanged position. The demand during the interval has been moderately active and values are steadily maintained at \$1.75 to \$1.80 for lump and \$1.80 to \$1.85 for ground.

Blue vitriol reflects the improved position of the metal and quotations are generally higher, domestic makers now quoting 5½c to 5¾c for car lots, and 5¼c to 6c for jobbing parcels. Foreign makes are also higher and while sales were made at 5¾c, 5½c is now the general asking figure.

Carbolic acid has been somewhat irregular and unsettled since our last owing to competition among holders, and we hear of sales in drums at 13c to 15c, with rumors of shading on the inside figure.

Chlorate of potash is held at 7¼c to 7½c for powdered and whole, but the market retains an unsettled appearance and forward delivery offers lower.

Silver nitrate has been advanced by the manufacturers to the range of 30½c to 34c in sympathy with a recent fractional advance in the price of bullion.

Oxalic acid remains quiet but steady at 5¼c to 5½c.

Saltpeter continues dull, without, however, any quotable change in price, refined being steady at 4¼c to 5¼c.

Tartaric acid has an upward tendency and values are firmly maintained at 28¼c to 28½c for crystals, and 28½c to 28¾c for powdered. An early advance is looked for.

ESSENTIAL OILS.

Anise is urged more freely at slightly easier prices, the revised range being \$1.07½ to \$1.12½.

Cassia continues in light demand, but values are nominally steady at 70c to 75c for 75 to 80 per cent., and 65c to 70c for lower grades.

Cedar, pure, is dull, and the range of the market is slightly lower, sales being made at 50c to 60c.

Citronella is easier, though not quotably lower in the face of the present limited demand.

Cubeb is passing out in small lots to the trade, and the market has an easy appearance at 90c.

Lemongrass is quoted at \$1.80 to \$2.00, a fractional decline.

Orange, sweet, offers in some instances down to \$1.20, but the better grades of oil are generally firmer with up to \$1.70 named.

Peppermint has been a trifle irregular and unsettled, and values are generally lower, there being sales of case oil reported at \$4.00, with intimations in some quarters that \$3.75 might be accepted on a firm offer.

Sassafras is maintained with marked firmness at 41c to 43c, at which range small lots are passing out to the trade; supplies are extremely light.

Wintergreen continues selling in small lots at \$1.70 to \$1.90 for prime quality.

GUMS.

The market for druggists' gums shows little animation, and we have no new features to report. Nearly all grades of mucilaginous gums are finding a steady movement into consumptive channels at previous quotations.

ROOTS.

Alkanet is in better supply and we hear of numerous sales during the interval at the range of 5½c to 6c.

Dog grass is held at higher figures owing to scarcity, current quotation being 6½c.

Gentian has been in moderately active demand since our last, with the jobbing sales at 4¼c to 5c.

Golden seal is in better demand and firmer, the principal holders having advanced quotations to 54c to 55c, as to quantity.

Ipecac has eased off a trifle in the face of lower cables from London, and \$1.50 to \$1.60 is now named for Rio.

Jalap is offered more freely, the market having developed a weaker tendency, with quotations reduced to 9c to 10c for new crop, while prime old has offered at 9½c without encouraging the distribution.

Sarsaparilla, Mexican, is without change. Holders are asking 6¼c to 6½c and the sales for export are making at this figure.

Senega is inquired for to some extent, but buyers and holders are somewhat apart in their views and important transactions are the exception. We quote the range of 85c to 90c.

SEEDS.

There are few new figures of interest to report in this market. Canary is dull and easier at 4½c for Smyrna, and German quince are easier at 34c to 35c. Quiet conditions prevail in other varieties of druggists' seeds, but prices generally are without quotable change.

Soda Fountain Trade Brisk.

Charles E. Marble, the advertising expert of the American Soda Fountain Company, is out with a new batch of printed matter, which gives added evidence to his artistic skill and will, no doubt, bring substantial proof in the shape of orders to his concern. The American Soda Fountain Company have recently filled orders for fountains for the following druggists: G. D. Brown, Warren street, Roxbury, who is opening a new store; Bert Avery, Pittsfield, N. H.; John A. Dunn, Norwich, Conn.; Wm. Dunning & Bro., Providence, R. I.; Frank A. Abcare, Cambridge, and B. D. Dodge, Block Island, R. I. Carbonators have been sold to the appended list: F. C. Goodale, Lowell; Charles A. Curtis, South Boston; Mr. Woodbury, East Boston, and F. B. Coleman, Portsmouth, N. H.

In the Republic of Honduras the number of pharmacies is strictly limited in ratio to the population, and a government concession must be obtained before opening a new one. Licenses must have passed the State pharmaceutical examinations.

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and PHARMACEUTICAL RECORD

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RADIANT MATTER.

IN previous issues of the AMERICAN DRUGGIST adequate reference has been made to the marked revival of interest in the study of physical chemistry following the discoveries of van't Hoff and Arrhenius with regard to the analogy of the laws of gases with those of dilute solutions and the theory of electrolytic dissociation. The whole subject of the ionic hypothesis and the electrolytic dissociation theory was elucidated and fully described in editorial articles and the reports of lectures published in the AMERICAN DRUGGIST last fall.

In a wholly different field of physics we find that recent progress brings us face to face with facts which are apparently irreconcilable with the philosophy of physics as heretofore taught. The conservation of energy had been accepted as axiom beyond question, but in the rays emitted from radio active substances, such as polonium and radium, we have phenomena which are incapable of explanation in the present state of our knowledge in consonance with the law of the conservation of energy. For we have here bodies giving out particles of matter charged with a very considerable mechanical energy for an indefinite length of time without undergoing any appreciable loss, either of energy or mass, on the part of the source of the energy. This energy has been calculated by Professor Rutherford, of Montreal, who estimates that 1 Gm. of pure radium radiates in the course of a year energy equivalent to 3,000 gram-calories, which is about 1 foot-pound per hour, or an amount of power sufficient to raise a pound a foot in an hour. The source of this energy is yet a mystery, though it has been suggested by Professor Rutherford that it is developed in the breaking down of the atoms into the corpuscles or particles which are thrown off by the radium forming the Becquerel rays.

An interesting study of the three kinds of rays—namely, the cathode or Crookes rays, the Roentgen, or X-rays and Becquerel rays, is set forth in the lecture by Prof. Geo. F. Barker, which is reported elsewhere in this number. Dr. Barker has contented himself with a treatment of these three kinds of rays without mentioning the Goldstein rays and the "S" rays of Salignac, which have not yet been very thoroughly studied; but even that portion of the subject which he treats is almost unknown ground to the average pharmacist, and it is well worth while for our readers to study his presentation of the subject. While as yet no practical application of the radio active substances has been discovered, it is highly probable that so interesting a group of data will lead to conclusions of far reaching consequence in readjusting our theories regarding the constitution of matter and the laws of kinetics. Aside, however, from any possible

practical application of the knowledge which is being gained by these painstaking investigators, a study of the mere facts themselves should prove of absorbing interest to any one having even the most superficial acquaintance with the laws of chemistry and of physics. So many and so dazzling have been the results of recent work in the field of physical chemistry that old faiths are shaken, old theories are doubted and the mind is prepared to believe the most incredible statements and to accept the most startling hypotheses. A survey of the field of scientific knowledge shows that great discoveries seem to come in cycles, and surely we are in the midst of a most interesting cycle of discoveries in the field of physical chemistry.

ENDOWMENTS IN PHARMACY.

THE endowment of the Rockefeller Institute for Medical Research in New York City, with a sum of over \$1,000,000, directs anew the attention of the pharmacist to the fact that in pharmacy educational institutions have been founded by pharmacists and have been compelled to depend wholly for their support upon the fees derived from pupils, together with such financial aid as the slender means of the average pharmacist permitted him to extend. This was the original basis of pharmaceutical education in the United States, and it is vastly to the credit of our calling that such institutions as the New York College of Pharmacy and the Philadelphia College of Pharmacy in the East, the St. Louis College of Pharmacy in the West, and the California College of Pharmacy on the Pacific Slope, were built up by pharmacists themselves for the betterment of their calling without extraneous aid. It seems somewhat singular that amid the downpour of beneficences among all kinds of educational institutions no one of our ultra rich men has seen fit to bestow a portion of his bounty upon a cause which is so deserving and which yields such immediate and tangible results for the good of the community at large as does the education of the pharmacist. What Peter Cooper has done in a noble and broad manner for the indigent but ambitious youth of the city at large might well be done for pharmacy by some man of ample means and benevolent purpose, who could adapt the methods employed by Peter Cooper for promoting the general education of the young man who is engaged in some form of business during the day to the acquirement of a special education by the young man who is engaged in pharmacy.

There is so much of the trade element in pharmacy that the general public is not aware of the extent of the scientific training which is required for the graduate of pharmacy at the present day, and colleges of pharmacy are rather looked upon by the general public as mere trade schools, in which instruction in money making alone is the matter of first consequence, whereas, as a matter of fact, commercial instruction has only quite recently been introduced into the colleges of pharmacy. That these institutions are well conducted and deserve high consideration at the hands of the general public was

clearly brought out in the address of Prof. Chas. F. Chandler, Dean of the School of Mines of Columbia University, as well as president of the New York College of Pharmacy, in an address delivered by him at the latter institution last Tuesday evening. Dr. Chandler said with much feeling and emphasis that he was proud to have been associated with the College of Pharmacy for a term covering some 37 years, and that since he was not a pharmacist, but a chemist, he felt that he could with propriety congratulate the pharmacists of the city of New York upon their admirable achievements in having in spite of their slender means and limited hours of leisure built up so admirable an institution as the New York College of Pharmacy, the students of which in their deportment, their ability to profit by instruction, and their earnest attention to that instruction, compared favorably with any classes he had ever taught, whether in medicine, in mining, or mechanical engineering, or in chemistry. Such institutions as this are surely fit recipients of endowments from any man who wishes to serve his fellow man.

ADULTERATED TINCTURES.

THE Department of Health of the City of New York has made haste to clear its skirts of criticism for taking up a proprietary article for investigation, such as phenacetin, by collecting, examining and reporting upon the quality of samples of cream of tartar, spirit of camphor, tincture of ginger, tincture of iodine and soap liniment.

Out of a total of 115 samples of cream of tartar examined 37 were adulterated, while one sample proved to be sodium bicarbonate. All the samples purchased from druggists, 29 in number, proved to be pure. Examination of the spirit of camphor showed a marked deficiency in the active constituent, while in this preparation, as well as in the tincture of iodine, it was found that in some cases methyl alcohol had been used in lieu of the official variety.

We have repeatedly warned our readers against the use of methyl alcohol in remedies intended for internal use and have no excuse to offer for druggists who, disregarding all the warnings which have been given them, persist in doing so. There is a legitimate field for the use of methyl alcohol and its use should be confined exclusively to that field. Neither can any defense be made for the sale of weak tinctures, etc., and in attacking adulterations of this character the Department of Health should and will receive the hearty support of the drug trade. The need for supervision in this direction has frequently been pointed out by pharmacists and that need is recognized and such supervision welcomed by the best element in the trade.

THE plight of the New York druggist, as depicted by Leon Barritt, the eminent cartoonist, on page 174 is laughable to contemplate—from the outside. To the druggist himself there is nothing laughable in the situation, and it may be a source of consolation for him to know that he at least has the drug press on his side.

(Written for the American Druggist.)

A SKIN PREPARATION.By J. T. PEPPER,
Woodstock, Ont.

FOR the little chaps and the reddened, roughened skin caused by the cold and frost and snow of winter, every druggist ought to have—should have—might as well have—a preparation of his own manufacture. He can sell it and recommend it with more confidence than he can a preparation of some other druggist or manufacturer. The same preparation can be sold in the hot summer months for the series of troubles caused by sunburn, flies and mosquitoes. The name or title may be changed, with a different label, but the same preparation will answer for winter or summer's skin troubles.

THE SELECTION OF A NAME.

Here is where the druggist has an opportunity to display his appreciation of the artistic by selecting a beautiful and attractive title for his preparation. The title or name must not be so artistic that there is no descriptive meaning in it. The name selected should convey to the mind some of the objects for which the preparation is intended. Suggestive titles might include such names as these: Fragrant Cream, Menthol Cream, Rosaderma, Balmoderma, Rosaline, Opaline, Meloderma, Witch Hazel Cream, etc. Names are legion for this preparation. I call my own preparation Winter Balm. I also put up the same preparation with some distilled witch hazel added to it, and sell it under the name Witch Hazel Cream.

THE FORMULA.

A good formula is a *conditio sine qua non*. The formula must have been tried and proved satisfactory. And still a good, well tried and proved formula is not all that is necessary—the formula must be well prepared by using the best of ingredients and exercising the utmost skill. Although this preparation is never used internally, still great attention and care should be given to its preparation. A little carelessness may spoil the whole preparation. It is something more than an ordinary mixture. It may be too thin or too thick—a little dark in color—too much perfume, or else not enough. A number of little things may make it just not exactly right. Careful work will most likely make it just right.

The following is a good formula; in fact, the best of many that I have tried. It makes a slightly preparation that is pleasing to the user, and invariably proves effective:

Quince seed.....	Gm. 45
Boric acid.....	Gm. 30
Glycerin.....	Cc. 600-750
Alcohol, deodorized.....	Cc. 250
Distilled water.....	Cc. 3,000
Tinct. benzoin.....	Cc. 15
Menthol.....	Gm. 0.15
Ext. white rose.....	Cc. 10
Oil of bergamot.....	Cc. 1

Macerate the quince seed and boric acid in the water for 48 hours, shaking thoroughly and frequently the while; then strain, add the glycerin, and finally the perfumes, menthol and tincture of benzoin, all previously mixed with the alcohol.

It is a good idea to carefully break the quince seed in a clean iron mortar, care being exercised not to crush or powder the dark outer coating of the seed, for if this is done the preparation will be darkened by it, and it is greatly to be desired to have it as light in color as possible; if it is white, so much the better. It is also a good idea to macerate the quince seed in hot or warm water for a part of the 48 hours. It will produce a thicker mucilage and give more body to the finished preparation.

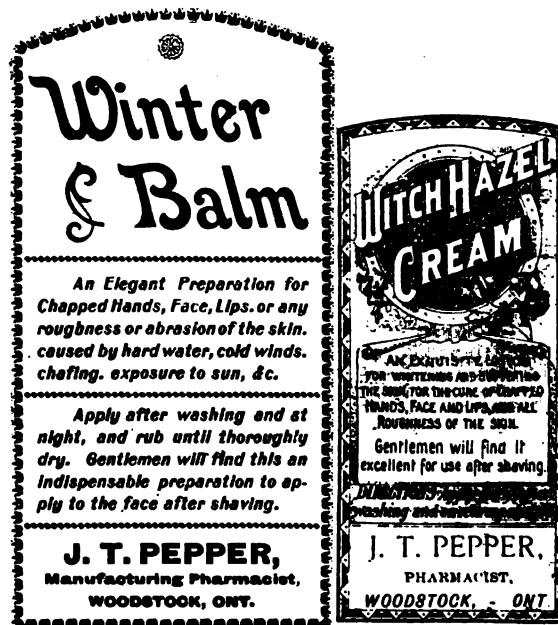
Tincture of benzoin is made by macerating the best gum benzoin in pure alcohol—2 ounces of gum in 20 ounces of alcohol. Use a good quality of perfume. Of course, it need not necessarily be white rose—use any odor that your choice dictates.

SIZE OF CONTAINER AND SELLING PRICE.

We put it up in 4-ounce white flint Erie oval bottles, and sell it for 25 cents a bottle. This is a liberal quantity for the money, but if an estimate is made of the cost I think it will be found that the profit is sufficient. Customers like to get a large bottle. This is one case where this desire can be gratified without sustaining any apparent loss. If the people get a large bottle they use it more freely, and in the long run you sell as many bottles and make as much profit as though you put it up in smaller bottles. This produces a better feeling in business dealings. The people are satisfied and pleased that they get so much for their money, and you are also satisfied and pleased with the number of your sales and the profits resulting therefrom.

OUR LABELS.

These labels are printed in our local printing offices, are plain and tell their own story in a straightforward



matter of fact way, which is all that is required in a label. Some labels for toilet articles are so ornamented and decorated as to make it necessary to study them for some time in order to make out what is printed on them.

SELLING IT.

We have spent but little money in advertising this preparation, relying mostly on our own personal efforts to make sales when a preparation of this nature is called for. However, the accompanying is a reproduction of an advertisement used in our local daily paper. (See p. 158.)

When a fresh lot of the preparation is put up we sometimes make a window display of it, or else a store display on one of the show cases, with a suitable card giving information about its composition, uses and price. By using all these means gradually a fair demand is created, and by continuing to push its sale in this way its consumption is increased.

Keeping everlastingly at it is bound to make sales and create a demand for any preparation of your own make. The extra profit is worth the effort. The oftener a sale

is made the easier it is to make the next one, and soon some sales are made without any effort as the result of previous work and advertising. When this time comes sales seem to multiply, but just here is where some drug-

Winter Balm

Is a preparation for the skin. It is easy to apply, pleasant to the feel, makes hands soft and white, cures chapped hands and all roughness. Use it always after washing the hands during the winter, and you will find your hands soft and white in the coldest weather. In 4 oz. bottles.

Price 25 Cents
Sold Only by

J. T. PEPPER,
DRUGGIST.

Advertisement of Winter Balm.

gists stop pushing, thinking that all the effort and advertising that has been previously done will be sufficient. This is a mistake. There must be no let up in pushing sales if one aims at continued success. Rather the efforts and advertising should be increased if possible.

(Written for the American Druggist.)

SUGGESTIONS FOR INCREASING PRESCRIPTION TRADE.

By R. C. MAGEE.

THE first thing to be considered in building up a prescription trade is the quality of the drugs which are used for compounding. Without quality the physician gets but indifferent results, and having once discovered that prescriptions filled at a given place of business do not measure up to the standard, he will quickly avail himself of the opportunities which he certainly has of guiding his prescriptions to some other store, where he will be assured of better service.

As regards the quality of the drugs used, I consider the best plan to be to buy from one chemical house, and after adopting a certain line to let your friends, the physicians, know that you have it. Call on them with samples of your drugs, chemicals and pharmaceuticals; write them, and keep before them at all times the fact that you carry a well known line of, and use nothing but these, chemicals in your prescription work. Then when you have interested them sufficiently to bring them to your store, treat them courteously and remember them on such occasions as Christmas, etc., when man likes to feel that he is remembered by his fellow men.

As regards the treatment of the public to secure their prescription patronage, I should advocate that the druggist advertise by means of pamphlets or letters at least once a month. Let the public know that you carry a certain line of chemicals, in what respects they are superior to other lines, and that combinations of them will always bring the best results.

The druggist should also be careful of his pharmacy. In compounding liquids he should always, whenever possible, make a clear mixture. A sick person would much rather take a nice clear mixture than one that is nasty and muddy looking. Keep your prescription counter clean and the bottles clean and in position, in order that, should a customer step back of the counter, he will see nothing which can affect his sense of cleanliness. Have your prescription work performed by competent registered pharmacists, and keep the knowledge of this fact continually before the public. This one thing alone will have a great value in holding and increasing your trade, as the great majority of people do not like to have their medicines compounded by inexperienced clerks. Guard against mistakes always, as it is harder to hold one customer in whose prescription a mistake has been made than it is to acquire five new ones.

As to increasing profits, I consider the greatest factor to be the ability to buy right. Buy goods that you sell rapidly in quantities sufficient to obtain for you rock bottom prices. Work hand in hand with your brother druggist and the association in keeping up the good work of preventing cutting on patent medicines and such articles. Watch the little details. Make your preparations strictly according to the U. S. P. In weighing give good weight, but not too good. In measuring do not judge capacity by the size of the bottle, but use a graduate. Give the people cheerfully the preparations they demand, but make it a rule to have preparations of your own which will "fill the bill" when no certain patent medicine is specified. Do not invest in large quantities of slow moving patents. In this case quick sales and small profits is infinitely better than having your capital tied up for an indefinite length of time. Lastly, never cease to advertise, and do not forget your good friend, the doctor.

(Written for the American Druggist.)

AN AMERICAN IN PARIS.

By REGINALD WILLIAMS.

I.

ONE of the very pleasing circumstances that accompany the conditions of an old civilization is the restfulness and repose that obtains. Innovations are unwelcome, and everything is stamped with the hall mark of tradition. It is not surprising, then, that the drug business, or the pharmaceutical profession—have it as you will—is in France well nigh crystalized in all its aspects. Competition is too undignified, too troublesome—too American, in fact—to be popular. There is very little financial hazard in the trade, and "once a druggist, always a druggist" is almost an axiom.

POINTS OF CONTRAST.

The drug stores are open every day in the week, from seven o'clock in the morning until eight o'clock in the evening. Just about half of the stores keep open all night, taking on a new batch of clerks for the night work. In Germany the law—which is the Kaiser—keeps the proportion of drug stores down to one to every thousand inhabitants. In France there is no such law, but the conservative tendency of Gaston and Alphonse to stick to the trades of their fathers, makes for the proper proportion of drug stores, besides which the legal requirements are sufficiently *exigeant* to deter any but a born pharmacist from contemplating such a career with equanimity.

In general appearance the French drug store is more uniform than its American congener, and the points of differentiation lean toward greater conservatism. There is a dignity and an air of solidity which is not always observed in New York. The fixtures are heavier, the ornamentation is less *rococo*; there are no up to date contrivances to catch the eye, or to shout the wares. Patent medicines, proprietary remedies, toilet requirements are almost unknown, the few nonpharmaceutical wares being kept solely for accommodation. One evil of the American drug store is conspicuously absent—*stamps*. It is not possible here, as it is in America, to bother the patient drug clerk for a 2-cent stamp, and to offer a \$5 bill in payment. If you wish stamps in Paris you must buy them at the tobacco shops or *Bureaux de Tabac*; they are indicated by day by a red tin sign in the form of a double cone, and by a red light at night. Only at these places may tobacco or stamps be bought: it is the law, and—the Paris pharmacist is happy that he is not expected to do something for nothing.

PHARMACISTS REQUIRED TO GIVE FIRST AID TO THE INJURED.

The drug clerk, however, has an added function in Paris. He is part and parcel of the most admirable ambulance system in the world. They say that the Parisians go to London to study the street railway system, but that the

Londoners come to Paris to study the ambulance system. An injured person is always taken to the nearest drug store in Paris, and once inside the clerk bosses the job. He is obliged, by law, to render first aid to the injured, and has, moreover, to pass a stiff examination on the subject—a much more comprehensive examination than is generally supposed. With the victim of an accident in such competent hands the ambulances are not required to make the spectacular trips they do in New York.

Though the department stores here are much larger than those of *Amérique*, their energies are confined to things extra-pharmaceutical. The French law is very stringent in its provisions for the care of those who sell drugs without the proper qualifications, and seldom, indeed, does any one infringe.

ENTRANCE EXAMINATIONS RIGID.

The proper qualifications, as I have hinted above, are severe. To commence an applicant must have the Bachelor's Degree; this obtained he passes four years at the *Ecole de Pharmacie*, and, during the course, in addition to the entrance examinations, he is obliged to submit to six "secondary" examinations, and six "definitive" or final examinations. Then an apprenticeship of three years must be served, after which a gracious Government confers upon the diplomat all the rights and privileges of a full fledged pharmacist.

However, the man who has carried the red badge of courage and passed successfully through this ordeal of fire may rest secure in the knowledge that fate cannot harm him. His present wants, his future needs and hopes are without the realm of chance, and with the certainty of taxes his place will be, in time, that which his employer now holds. Of course, modern progress has brought it to pass that some do not inherit their businesses, but the fact remains that most of the pharmacists in Paris to-day began as clerks.

STATUS OF THE FRENCH PHARMACIST.

To be a pharmacist in Paris is not to be a king, but it is, nevertheless, to be some one of importance. A certain dignity attaches to the profession, and they hold a position in the life of the city that not all can regard without envy. They are not, it is true, on the same plane as the doctors or lawyers, but, then, neither the doctors nor the lawyers are on the highest plane. The pharmacist's relations with customers and physicians are amicable; with the former because prices are fairly uniform throughout Paris (being about 35 per cent. higher than those of New York), with the latter because the prescribing druggist is almost an unknown quantity. The French law, by the way, keeps an eye also on unqualified prescribers.

The business is not overcrowded, and the number of recruits is kept down in the only way that will ever prove efficacious—by making the educational requirements sufficiently stringent to exclude all but those who have a particular aptitude for the profession.

In spite, if not indeed *because*, of the conservatism which I have herein indicated it is well to note that almost without exception the stores are doing well. Large sums of money are invested in drug stores. One in particular has 3,000,000 francs, or \$600,000 in stock and fixtures, and several others have invested sums surprising large.

Lately the American and the English element has been entering into the drug arena. Stores of the type familiar to the friends of Brother Jonathan are beginning to appear, and advertising is becoming more important as competition becomes more necessary. But let us hope that such innovations will not be permanent. From the

æsthetic side the Frenchman's *métier* is the preferable. The French themselves do not relish the intrusion. According to one the American and English drug stores sell Cheseborough Vaseline, Witch Hazel, Abbey's or Eno's Effervescent Salts and Pepsin Chewing Gum. *E pur si muovo*. And so, Selah!

PARIS, March 5, 1903.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

MARKING GOODS.

SYSTEMATIC MARKING OF THE PHARMACIST'S STOCK.

A READER asks, What is the best method of marking goods? Some claim that the billed price is not the real cost, and that the cost marked on goods should be 10 per cent. more to cover freight, breakage, handling and other incidentals.

Before answering our correspondent's main question, we shall take up the 10 per cent. idea in the statement following it. This fallacious notion of cost marking goods at 10 per cent. above cost is one that obtains to some extent in the retail drug trade, if we are to judge from references that have appeared from time to time in the pharmaceutical press.

It is all right to mark goods at 10 per cent. over invoice with the intention of selling to no one at less than that price, but such price is a selling, not a cost price.

The price named on the invoice to the retailer represents the cost of the goods. The amount expended in buying and selling is expense, and must be so regarded, else all bookkeeping is a sham.

Expense is the difference between gross and net profit or loss. Expense is what it costs to buy the goods, including expense of time, postage, traveling expense, bringing them to the store, duty, transportation, cartage; receiving, unpacking, checking, bookkeeping, etc.; storing, displaying and selling; rent, heat, light, clerk hire and sundry incidentals.

It is impossible to say what the aggregate of all these items amounts to in the case of one particular article. It is not even possible to learn it from the average gross and net profits of a year's business. It might be 5 per cent. of, or five times the cost, according to the nature of the article in question.

The best plan, in large businesses especially, is not to put the cost price on any goods whatever.

The proper place for noting costs is in the store's price book. This may be a small loose leaf price book, such as has been described in an article previously appearing in this department, or a "card index" price-list. The latter method is to be preferred for large businesses.

In the list is entered the invoice price and, in some cases, the cost of delivery and the package—the latter items not added to the first, but simply noted for the guidance of the pricer in setting the selling prices.

In every drug store, however small or large, goods are sold at several prices. There is the price to the general public, price to physicians, to dentists, veterinarians, nurses and to various traders and manufacturers. To keep track of these "special" prices, a store price-list is

absolutely necessary, as it is out of the question to mark these various prices upon the goods.

In a large business there should be, in addition to the cost price-list that is kept in the office, a store list for the use of clerks, in which only the various selling prices appear.

With a recently acquired love for "system" in business, there is danger of overdoing the thing. Systematizing a business, or any part of it, is to formulate rules of procedure for conducting its operations with the greatest efficiency at the minimum cost of time, labor and expense. Therefore, as it takes time to mark goods, a most important rule is to

MARK AS FEW ARTICLES AS POSSIBLE.

By using a store price-list and local lists for certain classes of goods a large saving in marking is accomplished.

"Local lists" are small lists written upon cards or in small memorandum books, and are kept near the goods mentioned in it.

For example: "Patent" pills in most drug stores are kept in the shallow top drawers of the wall fixtures; the pills are then classified as nearly as possible by regular selling price, 25 cents, 50 cents, 75 cents, \$1, etc., each price in a drawer or section by itself.

The local list in the 25-cent drawer will read something like this:

Wills' Pills.....	25
Cuticura Pills.....	25
Carter's Pills.....	15
Etc.	
All others in this drawer.....	20 cents.

Such a list is plainly written or printed with pen on a small stiff card about the size of a visiting card. Where a drawer contains pills of various price a larger card may be made, with name and price of each, unless the number be very large.

These cards are laid face up in the drawer atop of the goods, and if plainly printed and alphabetically arranged, the eye of the salesman takes in the price looked for at a glance, even with a list containing 40 or 50 items.

Similar lists may be used for all small package goods that are kept in drawers; where the goods are of a single class and regular price the list should contain only the *exceptions* from and the general selling price, as in the pill list already described; with those of different classes, or which vary in regular price, as troches, powders and wafers, in one drawer, or pills priced regular at \$1 to \$2, every item should be listed on the card.

Among the classes of goods in the store stock that may be priced by means of local lists are: Plasters, herb teas, filled capsules, troches, powders, disinfectants, bug and vermin killers, toilet soaps, talcum and complexion powders, tooth powders, perfumes, trusses, crutches and shoulder braces, syringes, hot water bags and other rubber goods, absorbent cottons, bandages, gauzes and other surgical goods, inks, mucilage and other stationer's sundries, cigars and tobacco, wines and liquors in bulk or bottles, stock packages and many other articles.

The bulk of the patent stock, consisting of liquid preparations, mainly, and generally kept on the shelves of certain sections of the wall fixtures, will require to be individually marked if sold at various cut prices.

In many places the price on these goods is fixed by mutual consent of competing stores or regulated by the local association. The plan usually followed is to ask full price, or a certain discount from it, on the general run of the list, with the exception of certain named articles that, on account of local conditions, are cut to a lower figure; also where a discount is given from the general list, there will be exceptions where, on account

of the wholesale price, full price will be obtained for a few preparations.

In such cases it will be found unnecessary to mark all preparations sold at the regular scale prices, but every article upon which the price deviates from the scale should be marked plainly with the price upon the face of the package.

Big figures, done off-hand with a blue pencil, are best because most rapidly made and easily seen. On the face of the package they are taken in by the salesman's eye as quickly as his glance rests upon the article; while he understands that if there are no big blue figures upon the face of the package the price is "regular."

Labels with the retail prices for different quantities figured out should be affixed to the back of shop bottles in the case of drugs and chemicals; while shop drawers for drugs should have similar labels pasted on their sides.

Pictures, spirits, oils and other wet goods in shop bottles are easily priced by class, and the container is then merely marked with an arbitrary sign to denote its class price.

For example, the class signs may consist of the Roman numerals, I, II, III, IV, V; and the rule as follows:

I.—5c.-3j, 10c.-3lj, 15c.-3ilj, 20c.-3iv, 30c.-3vilj, 50c.-Oj.
II.—10c.-3j, 15c.-3lj, 20c.-3ilj, 25c.-3iv, 40c.-3vilj, 75c.-Oj.
III.—15c.-3j, 25c.-3lj, 45c.-3iv, 80c.-3vilj, \$1.50-Oj.

These three classes will take in a great many preparations. It would be unwise to increase the number of classes beyond five, as the clerks must commit the price scales to memory.

In a previous article was described a "local list," consisting of a small alphabetically indexed book kept at the prescription counter, in which is entered the articles used in prescription work (especially those of high cost), with the price at which each article is to be sold to the public: in prescriptions; to physicians; to the trade, etc.

Turning to F in this list we find, under the head of "Fluid Extracts," this: Sell to physicians and trade at manufacturers' list price. Same rate for any quantity. Retail as follows:

Fluid extracts listed at—

\$1.00 pint, sell at 10c. per oz. straight.
\$1.50 pint, sell at 15c. per oz., 2 for 25, 4-50.
\$2.00 pint, sell at 20c. per oz., 3 for 50, 6-\$1.00.
\$3.00 pint, sell at 25c. per oz., 2 for 45, 6 for 90.

With the following exceptions:

Then follow the few exceptions from the list and the higher priced articles, like ipecac, lactucarium, condurango, pichi, etc.

Pills, tablets, hypodermic triturations, etc., may be similarly priced.

Pricing goods in this way not only saves time, but also gives a price on goods seldom called for by the public.

Take for instance the medical notes that find their way into the newspapers and agricultural journals: a man reads that so many drops of fluid extract of condurango, three times a day, is a sure cure for dyspepsia; or that fluid extract of dioscorea is the best thing for horse's colic; he goes to a drug store for the particular thing required and, as it happens, this store has never had occasion to sell either article at retail, and has therefore no retail price for them.

A "snap" price is made, usually too low if made by the proprietor (who has the "40 off" in mind), and frequently too high when fixed by the clerk, who, with a dim idea of discounts, doubles up on the list price.

Haphazard pricing often leads to trouble with customers and competitors. In the hypothetical case just cited, if the customer should purchase another supply of

the medicine at a rival establishment, and the price named there were higher than that fixed at the first place, he might regard the first pharmacist as a cutter, and if the price were too high the purchaser would probably call the druggist a robber and transfer his trade to the rival establishment.

In our next paper we shall discuss the question of price marks and their application.

RADIO ACTIVITY AND THE RADIO ACTIVE SUBSTANCES.

Recent Developments in the Study of Radio Active Substances—The Term Ray Defined in the Light of Modern Science—Characteristics of the Crookes Rays, the Roentgen Rays and the Becquerel Rays—The Corpuscular Theory of Radiant Matter—Bearing of Recent Discoveries on Accepted Theory of the Constitution of Matter.

PROFESSOR GEORGE F. BARKER, Professor Emeritus of Physics at the University of Pennsylvania, delivered a lecture before the Columbia University Chemical Society on Thursday evening, March 19, on Radio Activity and Radio Active Substances before a large and interested audience, which included many members of the American Chemical Society, the New York Section of the Society of Chemical Industry, teachers of chemistry, etc. In the numerous interesting and well presented demonstrations which were used by the lecturer to illustrate his remarks, Professor Barker was ably assisted by Professor Laudy, of the Columbia School of Mines, and his assistants, whose mastery of every detail of the experiments made it possible to produce them in the most interesting and instructive manner. Professor Barker was introduced to the audience by Prof. Charles F. Chandler, Dean of the School of Mines, who stated that it was a great pleasure to him to introduce so old a friend under circumstances so nearly duplicating those under which he first met him 40 years ago, when Professor Barker came from the Albany Medical College on the invitation of Dr. Chandler to deliver an address to the Students' Chemical Society at Union College. He explained that then, as now, Professor Barker had kept himself thoroughly informed regarding everything that is new in chemistry and physics, and that he had rendered great service to science in expounding in a clear and comprehensible way to the scientific public, and even to the general public, the progress of the sciences in which he was interested.

Professor Barker opened his address with a definition of the term radio active body. The word radiation itself was, he said, one in common use, and its scientific use was along similar lines to that in which it was used in common parlance. He defined a radio active body as "one which emits radiations," and radio activity as "the power possessed by a body of emitting radiations." The term ray itself he defined as meaning direction only, the term "a ray of light" meaning the direction along which light passes, not the light itself and "a ray of heat" meaning the direction along which heat passes, but not the heat itself. Having thus defined the words which were to be so generally used, he spoke of the ordinary electrical discharge, which can be produced by bringing a point of high potential into proximity of lower potential with a point of lower potential, when the electric charge bridges the space between the points, as it will, provided a sufficient charge is present to overcome the resistance. This he illustrated by the ordinary spark of about 4 inches in length. Where this discharge occurs in the rarefied atmosphere the discharge takes on a different character, and up to a certain point occurs with less resistance than in the open air. These points were illustrated by the display of some handsome Geissler tubes, and the author then showed the Crookes' tube, explaining its construction and also the electrical terminology which had been proposed by Faraday and adopted by later scientists. He directed attention to the fact that the intensity

of the luminescence shown in the Crookes tube varied with the degree of exhaustion of the tube, while the character of the light was dependent upon the character of the glass used. Where the exhaustion was carried to the point of one thousandth of an atmosphere the tube was not very brilliant, but in a tube in which the exhaustion was carried to the point of one millionth of an atmosphere the entire tube glowed with a brilliant luminescence, which made the speaker and nearby objects plainly visible in the darkened room. The effect of the character of the glass was shown by using tubes of different compositions, the ordinary German tube giving a greenish color to the luminescence, while the flint glass tube gave a violet tinge.

CATHODE OR CROOKES RAYS.

The rays produced in these tubes had been given the name cathode rays by Wiedemann in 1883, who proved that these rays emanated in straight lines from the cathode element in the tube, and impinged upon the side of the tube immediately opposite the cathode. The attention of the audience was directed to this phenomenon in the tube exhibited. Dr. Barker said that following the method of nomenclature which had been adopted later, he proposed to call these Crookes' rays instead of cathode rays, in view of the fact that they had been discovered by Sir William Crookes. He then proceeded to demonstrate the different qualities possessed by the Crookes rays. Wiedemann had suggested the term luminescence as describing that form of light which does not embrace heat, and which includes both a permanent luminescence or phosphorescence and a temporary modified luminescence or fluorescence. Dr. Barker called attention to the qualities possessed by the Crookes rays as being first luminescence, which has already been demonstrated by means of the Crookes tubes, second the production of heat, which he demonstrated by concentrating the Crookes rays upon a platinum coil until it was made to glow with a dull red heat, third deviation, under the influence of magnetism, or electricity, and fourth, mechanical action. The deviation of the rays under the influence of magnetism was beautifully shown by a cylindrical, vertical Crookes tube, in the bottom of which was a mica plate containing a slit. Through this slit the dull reddish yellow Crookes ray rose in a perpendicular column. On bringing a magnet close to the tube this column of rays was made to deviate from its original straight line. A similar deviation was caused by bringing the rays into an electrical field.

The mechanical action was illustrated by the use of a radiometer, in which the vanes were composed of aluminum, with both faces bright, in which they differ from the ordinary radiometer, in which one face of each vane is blackened.

LUMINOSITY IMPARTED BY THE RAYS.

Professor Barker repeated a number of Crookes' experiments, showing the extraordinary luminescence given by the rays to a piece of coral in a Crookes tube, and showing the projection of the Crookes rays in a straight line by the means of Crookes' shadow tube, in which the shadow of a cross in the tube was shown upon the end opposite the cathode.

The hypothesis of Crookes that the rays were composed of material particles emanating from the surface of the cathode seems to have been very clearly demonstrated by the work of J. J. Thomson, who also proved that each of these particles or corpuscles was charged with negative electricity. A diagram was shown of the ingenious contrivance devised by Thomson to demonstrate the truth of this hypothesis.

A thorough study of these cathode rays was, however, impossible, so long as they were confined to the interior of a hermetically sealed vacuum tube. Lenard first succeeded in bringing the rays outside the tube by inserting into a Crookes tube a small window of aluminum one three thousandth of a millimeter in thickness, which was strong enough to withstand the pressure of the air and thus maintain the vacuum within the tube, while it permitted the cathode rays to pass through and thus enable the physicist to study them in a manner which was impossible so long as they were confined to the interior of the glass tube.

The lecturer then took up the work which had been done by Thomson, taking occasion to pay a high tribute to his worth and to express profound regret that he had not been able to accept the invitation of the Columbia University to join its faculty. Professor Thomson had studied the Crookes rays most carefully, and had been able to determine the mass, the charge and the velocity of the corpuscles.

The principle used by J. J. Thomson in determining the constant of the particles constituting Crookes rays is founded upon the experimental measurement of the magnetic deflection exerted by a magnet of known strength and by the electric deflection caused by an electric current of known in-

tensity. The deflection caused must, in each case, depend upon the mass and the velocity of the projectile; it being possible to vary the velocity of the cathode projectile, the mass remains as the only constant factor.

The mathematical formulæ established by Thomson were presented on the blackboard, and the conclusion arrived at by Professor Thomson were stated substantially as follows: The mass required to carry the unit charge of the electricity in liquid electrolysis being one-tenth of a milligram, it follows (according to the mathematical formulæ referred to) that the particles which carry the charge in the cathode or Crookes ray is one ten millionth of a milligram, or one thousandth that of the mass of an atom of hydrogen. The velocity of the cathode rays is about one-tenth that of light, or nearly 70,000 miles per second.

THE RÖNTGEN RAYS.

The speaker then next took up the Röntgen rays, the properties of which he briefly described as embracing luminescence, penetrating power, photographic action, the capacity for discharging electrically charged bodies and lack of deviation under the influence of a magnetic or electric field. In illustrating the properties of the Röntgen ray its effect upon a barium platino-cyanide screen was shown, and the relative degree of penetrability of the various metals and commoner substances was given.

BEQUEREL RAYS.

In 1896, Prof. Henry Becquerel, of the Conservatoire des Arts et des Métiers at Paris, having observed that uranium salts became fluorescent in the sunlight, prepared to expose a small bottle of uranium compound to the sun, with a view of observing the action of the fluorescence evolved upon a photographic plate. The day being overcast, he laid aside the plate with the bottle of uranium salt, and three days elapsed before the sun again shone, so that he could carry out the experiment. As a matter of curiosity, he developed the plate which he had laid aside and found to his surprise that, though the uranium had not been exposed to the sunlight, it had, in the darkness of the drawer, exerted a strong action upon the photographic plate. This observation opened the way to a knowledge and study of the Becquerel rays. The speaker reviewed briefly the history of the study of the Becquerel rays and the whole class of radio active substances, a class which gives off Becquerel rays constantly for an indefinite period. The discovery that it was possible for certain substances to give off indefinitely a very material amount of energy, expressed in the Becquerel rays, has been termed by Lord Kelvin the most important discovery in modern science, tending as it does to a complete subversion of the well accepted theories of the conservation of energy. "We have long been taught," said the speaker, "and some of us ourselves have taught, that wherever energy is expended a corresponding diminution of some form of energy takes place." Here, however, we have bodies giving off particles moving at a velocity of 120,000 miles per second, and which have been giving off these particles uninterruptedly since the beginning of time, and which will apparently continue to do so until the end of time without any appreciable diminution in its mass, and without any known source of reinforcement.

Madame Curie, wife of the professor in the Ecole Physique et de Chimie Industrielle at Paris, becoming interested in the discoveries of Professor Becquerel, undertook the task of isolating the substance which really caused the rays, it having been shown that uranium itself was not the causative agent, but merely contained, or was associated with, that agent. Having found that certain samples of pitchblende, a mineral which consists largely of oxides of uranium, were even more active than the pure uranium itself, Madame Curie set about the isolation of the active constituent from pitchblende by treating the mineral by the ordinary chemical methods of analysis, and closely observing the degree of radio activity possessed by each of the portions thus separated. Becquerel had observed that the Becquerel rays render the air through which they pass a conductor of electricity. This property Madame Curie utilized for determining the presence of the Becquerel rays by means of the apparatus known as the electroscope, which is 5,000 times more delicate in its results than the spectroscope. By the use of the electroscope it is possible not only to determine whether the particular substance was radio active, but also to determine its degree of activity. Carrying out this work, Madame Curie isolated a portion which she believed contained a new element, and to which, being a native of Poland, she gave the name Polonium, and for the isolation of this new element, which was accomplished in 1898, she was awarded a medal by the French Academy

RADIUM.

Professor Curie, becoming interested in his wife's studies, joined her in the investigation which she was carrying on, and they eventually isolated a substance which was 100,000 times more active than the uranium. This substance is believed to be still another new element, and has tentatively been given the name radium. Professor Barker said that the fact should be specially noted that neither Madame nor Professor Curie specifically claims the discovery of a new element in radium, but that they still use the term "Radio Active Bismuth," since the substance is closely allied to Bismuth in its various chemical reactions, and is associated with it. Last year, however, Madame Curie announced a preparation of a pure radium chloride, and a French chemist, Demarcay, examined the spectrum of this substance and found that it consisted of lines which were not those of any previously known element, thus apparently proving that radium is a new element. Professor Barker showed specimens of the various substances mentioned, and among the specimens shown was one of an impure radium, which had been given him by Professor Becquerel in Paris in 1899, and which he had shown and described before the New York Section of the Society of Chemical Industry on January 5 in a lecture, which was reported in the AMERICAN DRUGGIST for January 10, 1900, on page 5. The most powerfully active specimen which he showed had been loaned him by W. J. Hammer, and this specimen, when shown in a darkened room, was distinctly visible from any point within the large hall. He said that some idea of the practical difficulties surrounding the isolation of radium might be gained from the fact that pitchblende, from which it is obtained, contained less than one ten-millionth of 1 per cent. of radium, a proportion smaller than that of gold in sea water. It was practically impossible to give an actual figure as to the commercial value of metallic radium which has really not been prepared in a pure state, but taking into consideration the quantity of material which is required to work up in order to produce a pound of pure radium, it would cost approximately \$1,000,000 a pound.

So small is the proportion of radium contained in pitchblende that it must be concentrated to 5,000 times its original strength before the presence of the radium can make itself manifested, even by that most delicate instrument, the spectroscope. The lecturer then described the qualities of the Becquerel rays, which are divided into two groups, the beta and the alpha group. The beta group exert mechanical action, produce heat, are deviable under the influence of magnetism or electricity and discharge electricity from electrified bodies, thus possessing most of the characteristics of the cathode rays. The alpha group possess remarkable penetrating power, photographic action; do not deviate from their path under the influence of a magnetic or an electric field and discharge electricity, thus possessing most of the characteristics of the Röntgen rays; but there is still a third portion of Becquerel rays, which are easily absorbed. The rays from radium chloride excite phosphorescence in many bodies, such as zinc sulphide, a diamond, and even common salt. The rays have a marked physiological action, and Professor Becquerel had suffered some weeks from a sore, caused by the action of rays emanating from a tube of radium chloride which he carried in his pocket. The energy exerted by the rays is quite considerable, and since the source of this energy is unknown, physicists cannot but look with wonder upon a substance which has a capacity for giving off so much energy without variation throughout an indefinite period of time. Professor Rutherford, of Montreal, who had done more just now in the study of radium and the Becquerel rays than any one else, has published in the February number of the Philosophical Magazine a very complete study of the subject.

In closing the lecturer said that it was almost impossible to convey in the popular way any adequate conception of the size of the particles emitted by radium and other radio active substances, and said that the best illustration that he had known of was that given by a distinguished English physicist, who said that if eight particles, the size of the ordinary period used in a newspaper, were scattered about a church 200 feet long, 80 feet wide and 50 feet high, one would have a fair idea of the proportion that one of these particles bears to an atom.

AFTER SHAVING LOTION.

Alcohol	.....	3l
Boric acid	.....	3l
Eucalyptus oil	.....	M xl
Wintergreen oil	.....	M xl
Menthol	.....	Gr. xl
Thymol	.....	Gr. xl
Camphor water, q. s. ad.	.....	Ol

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Flavoring Extract of Sarsaparilla.—A. H. B.—Alternative formulas for a flavoring extract of sarsaparilla are given in Harrop's "Monograph on Flavoring Extracts," as follows:

I.

Oil of anise.....	3viss
Oil of sassafras.....	3viss
Oil of wintergreen.....	3iv M. xlv
Caramel solution.....	3l
Deodorized alcohol, sufficient to make.....	Oil

Mix the alcohol well with the oils and filter, if necessary, and add the solution of caramel.

II.

Oil of wintergreen.....	3vl
Oil of sassafras.....	3lj
Oil of cassia.....	3iss
Oil of cloves.....	3iss
Oil of anise.....	3iss
Alcohol, sufficient to make.....	3vijl

Mix and filter, if necessary, and color to suit.

Books of Formulas. F. W. D. writes: "I wish to purchase a book of formulas for all kinds of toilet preparations, such as cold creams, shampoo creams, shaving creams, tooth washes, etc., and would ask you to kindly name the best publication of this kind."

One of the most generally useful books of formulas, in our opinion, is the "Standard Formulary," by Albert E. Ebert and A. Emil Hiss. It embraces over 4,000 formulas for pharmaceutical preparations, toilet articles, veterinary remedies, soda fountain requisites, etc. It is published by G. P. Engelhard & Co., Chicago, at \$4.00, in cloth. Another book which we have found exceptionally useful is "Pharmaceutical Formulas," by Peter MacEwan, editor of the London *Chemist and Druggist*, which is kept on sale in the United States by McKesson & Robbins, 91 Fulton street, New York; cloth, price \$2.50. Kindred works are: "The Scientific American Cyclopædia of Receipts, Notes and Queries," by Albert A. Hopkins, published by Munn & Co., New York; price, \$5.00. "The Manual of Formulæ," published by the British and Colonial Druggist, 42 Bishopsgate Without, London, E. C.; Kilner's "Druggists' Formulary," published by H. W. Rokker, Springfield, Ill.; price, \$8.00. "Hamlin's Formulæ," by C. E. Hamlin and Charles Warren, published by Edward B. Reed & Son, Baltimore. "Secret Nostrums," by C. W. Oleson, M.D., published by Oleson & Co., Chicago. "Perfumes and Their Preparations," by G. W. Askinson, published by Henley & Co., New York. "Fenner's Complete Formulary," published by B. Fenner, Westfield, N. Y. Cooley's "Cyclopædia of Practical Receipts," in two volumes, published by D. Appleton & Co., New York. Besides the above named, there are numerous smaller works devoted to special subjects, of which Harrop's "Monograph on Flavoring Extracts" is a worthy example; the "Standard Manual of Soda and Other Beverages," by A. Emil Hiss, published by G. P. Engelhard & Co., Chicago, also belongs to this class, with Eberle's "Soda Water Formulary," published by the Texas Druggist Publishing Company, Dallas, Texas.

Among the books without which no pharmacist's library is complete is Hager's "Handbuch Der Pharmaceutischen Praxis," in two volumes, published by Julius Springer, Berlin. A new edition of this work, revised and brought up to date by B. Fischer and C. Hartwich, was published in 1900. It partakes of the nature of an

American dispensatory, but is richer in formulas. A smaller work of a more practical character, which contains illustrations of apparatus and utensils, is Eugen Dieterich's "Neues Pharmazeutisches Manual," also published by Springer, and obtainable through importing booksellers, like Gustav E. Stechert and E. Steiger, New York.

Chewing Gum—T. T.—The manufacture of chewing gum is not an operation to be lightly undertaken by the retail druggist, for the manipulation of the various ingredients entering into the composition of chewing gum calls for the skill of the candy maker, to say nothing of the special apparatus required. The composition of the chewing gums of the market does not vary to any great extent, gum chicle being the basis of nearly all the popular makes. The subjoined are typical formulas:

I.

Chicle	lb. 2½
Hard paraffin.....	lb. 1
Balsam tolu.....	oz. 2
Balsam Peru.....	oz. 1

Soften the gum by treatment with as much hot water as it will take up; melt the paraffin and mix all together. Now take

Granulated sugar.....	lb. 10
Glucose	lb. 4
Water	pints 3

Put the sugar and glucose into the water and boil them up to "crack" degree (confectioners' term), pour the syrup over a buttered slab and incorporated with it sufficient of the gum mixture to make it tough and plastic. The flavoring, consisting of suitable mixtures of the essential oils of wintergreen, cinnamon, clove, sandalwood, etc., should be well incorporated with the gum mixture before the latter is worked up with the candy syrup.

II.

Chicle	lb. 3¾
White wax.....	lb. 1
Sugar	lb. 10
Glucose	lb. 2
Water	pints 3
Balsam Peru.....	oz. 1
Flavoring	q.s.

III.

	Parts.
Yellow wax.....	10
Balsam tolu.....	2
Balsam Peru.....	1
American thus.....	15
Venice turpentine.....	20

Melt together and add in fine powder the following:

	Parts.
Cinnamon	6
Chocolate, unsweetened.....	10
Red sandalwood.....	2
Ginger	1
Sugar	2

Mix well and pour out on a slab. When cool enough cut into suitable pieces.

Aluminum Bronze Paints.—W. R. R. writes: "An aluminum bronze paint is going the rounds. It is prepared somewhat on the order of the various bronzing paints. Would you kindly oblige with a formula in the next issue of the AMERICAN DRUGGIST?"

Our correspondent is correct in saying that the new

aluminum or bronze paint has the general composition of the ordinary bronze paints or lacquers. In the case of aluminum the nature of the varnish or medium employed depends upon the use to which it is to be put. The composition of the varnish for application to a stove would obviously differ from that used in the composition of a bronze to be applied to wood, paper, glass, etc. A heavy varnish is employed when the bronze is intended for application to heavy articles of iron, lead and zinc, while the lighter celluloid varnishes, or lacquers, are used as the medium when the paint is intended for application to more delicate articles.

Powdered aluminum added in sufficient quantity to the following lacquer will yield a satisfactory bronze paint for the more delicate articles of wood, paper, glass, etc.:

Bleached shellac.....	3vi
Copal	3vi
Mastic	3vi
Powdered glass.....	3xij
Alcohol	Ovliiss

It is not to be supposed that the powdered glass is employed in this formula for any purpose other than the mere mechanical one which will suggest itself to pharmacists. The ingredients are macerated together for a period of 14 days, with frequent agitation, at the end of which time the solution is filtered.

We should think that any pale varnish containing a suitable admixture of boiled linseed oil would be found a suitable medium for the preparation of an aluminum bronze paint for application to stoves, but our correspondent is advised to determine this for himself by a little experimentation, as we are unable to place an actual formula for the compound.

Bougie for the Relief of Earache.—Dr. Geo. L. Richards recommends the application of a gelatino-glycerin bougie, prepared after the following formula, for the relief of acute earache in young children:

B. Acidl carbolicl.....	minims	7
Fl. ext. opii.....	minims	10½
Cocainl	grains	3
Atropini sulphatis.....	grains	1 2-5
Aquæ	minims	52
Gelatini	grains	18
Glycerini	grains	158

To make 42 bougies.

The bougie when prepared is kept in lycopodium. To use, the lycopodium powder is washed off in warm water. The warm water aids in their solution. The bougie is then very slippery, and the affected ear being placed uppermost it can easily be slipped down into the external canal without the slightest discomfort to any child. Here the bougie soon dissolves, the anodyne is brought directly into contact with the inflamed surfaces and the pain is relieved.

Favorite Formulas.

CEMENT FOR PAPER, WOVEN FABRICS, ETC.

Borax	5 parts
Water	95 parts
Casein	q. s.

Dissolve the borax in the water and incorporate enough casein to produce a honey-like mass.

INDIA RUBBER CEMENT FOR GLASS, ETC.

Caoutchouc	gr. xx
Chloroform	fl. 3ij
Mastic	3iv

Dissolve the caoutchouc in the chloroform, then add the mastic, and set it aside for a week, or until solution has taken place. This cement can be used cold, and may be applied with a camel's-hair brush.

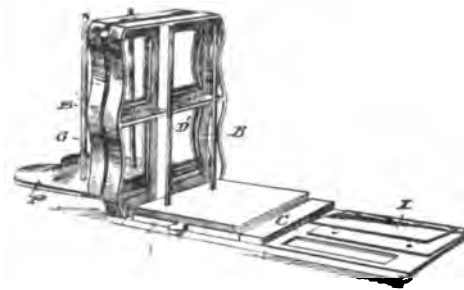
New Inventions.

A PATENT PRESCRIPTION FILE.

A patent has been issued to John H. Lytle, Delphi, Ind., for a prescription file of the design shown in the accompanying sketch. The patent specifications and claims are couched in the severely technical terms of the patent attorney, the following being a transcript:

Claim.—1. A device of the kind described comprising a base, a back projecting from one end thereof and having a folding extension hinged upon the upper end thereof, a plate secured to the back and having rods projecting therefrom, the free ends of which are provided with a bore, a bar arranged upon the base, the lower portion of the back and the bar forming a guide, a file carrying rods slidably held in the guide, a stop-pin arranged upon the base and adapted to limit the movement of the base of the said file, the rods of the said file having their free ends reduced and adapted to enter the bores of the rods carried by the said extension when the latter is folded upon the said back, and a turn-button arranged upon the back for holding the said extension in its folded position, substantially as shown and described.

2. In a device of the kind described, the combination of the base portion, a back portion arranged upon one end thereof, whose lower end



Newly Patented Prescription File.

terminates in a base, a bar arranged transversely upon the base, the said base of the back portion and the bar forming a guide, a file-plate slidably held in the guide, and having rods projecting therefrom, and a stop-pin arranged upon the base for limiting the lateral movement of the said plate, substantially as shown and described.

3. A device of the kind described, comprising a base having a back portion extending from one end thereof, and a perforator arranged upon the opposite end, a file slidably held upon the base adjacent the back portion, rods projecting from the said file, an extension hinged to the back and having a plate projecting from the free end thereof, rods projecting from the plate, and adapted to register with the rods of the file when the said extension is folded upon the base, a turn-button carried by the base and adapted for holding the said extension in an upright or folded position, substantially as shown and described.

4. In a device of the kind described, the combination of a base having a back arranged upon one end, a hinged extension secured to the back, a turn-button pivotally held to the back and adapted for engagement with the said extension, the plate projecting from the extension and having rods secured thereto, a cross bar or strip secured to the base, the said bar forming with the base of the back portion a guideway, a file-plate slidably held in the said guideway and having rods arranged thereon and in position to be engaged by the rods of the hinged extension, a stop-pin arranged upon the base for limiting the movement of the said file-plate, and a perforator arranged upon the free end of the base, substantially as shown and described.

5. A device of the kind described, the combination of a base having a back portion arranged upon one end thereof, an extension hinged to the back, said extension having a plate projecting from the free end thereof, rods whose free ends are apertured projecting from the extension, a turn-button carried by the base, a cross-bar formed upon the base adjacent the back, a file-plate movably held upon the base and retained in position by the said cross-bar, a stop-pin for limiting the movement of the said file-plate, rods carried by the said file-plate, and having their free ends reduced to form points that are adapted to enter the apertures of the rods carried by the said extension when the latter is folded upon the back, and a perforator carried by the base substantially as and for the purpose set forth.

Books, Pamphlets, Etc., Received.

Report of the Oklahoma Board of Pharmacy for 1901-1902. Guthrie: F. B. Lillie, secretary.

The Constituents of Commercial Chrysarobin. By H. A. D. Jowett, D.Sc., and C. E. Potter, B.Sc. (From the Transactions of the Chemical Society, 1902.) London, E. C.: The Wellcome Chemical Research Laboratories, Frederick B. Power, Ph.D., director.

Interaction of Ketones and Aldehydes with Acid Chlorides: the Formation of Benzoxo-Olefines and 1-Benzoxycamphene. By Frederic H. Lees. (From the Transactions of the Chemical Society, 1903.) London, E. C.: The Wellcome Chemical Research Laboratories, Frederick B. Power, Ph.D., director.

Variations in the Occurrences of Salicin and Salinigrin in Different Willow and Poplar Bark. By H. A. D. Jowett, D.Sc., and C. E. Potter, B.Sc. London, E. C.: The Wellcome Chemical Research Laboratories, Frederick Power, Ph.D., director.

Extract from Heinrich Haensel's Quarterly Report on Essential Oils and Fruit Essences. By Heinrich Haensel, sole distiller of the "Terpeneless" essential oils, Pirna-on-the-Elbe. January, 1903.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

AT SPECIAL SEASONS.

DRUGGISTS more than other merchants are apt, I think, to overlook the need of conforming their advertising to the work which it is expected to accomplish. Where a heavy stock is to be moved in a comparatively short time the advertising must be relatively heavy. For instance, at this season a large share of the country druggists are pushing wall paper. Several hundred dollars' worth of paper is carried, and the stock should be turned within the next two or three months. To do this something more than the normal amount of advertising must be done. The amount to be done should depend upon the size of the stock carried.

There is a general tendency in such cases to look around for some sort of a scheme or plan that will help to move goods, and the best scheme of all is commonly overlooked. This scheme is simply to advertise in the usual straightforward manner, but to increase the effort. There are many druggists who use a little space in the newspapers at such times who should employ from one-half to a page of space for a month or more.

If one's competitors are doing little or no advertising then it is not necessary that so much effort be made, but in any case there is far less risk in going at it boldly than in advertising in a commonplace, half hearted way.

The hand organ on the corner is entirely lost when the band comes along and might as well stop playing, and it is possible in some localities to so outdo the advertising of competitors that their ads will receive no attention whatever.

Aggressive effort of this sort therefore pays in two ways, by lessening the results of your competitor's ads and by increasing the results of your own. The same general principles will apply in all similar cases. Whenever a stock demands increased publicity it should be had or business will suffer for it. It is not a matter of what you want to do, but what you must do. But there is seldom any risk whatever in doing these things in advertising which should be done. What is most lacking among all retail advertisers is the disposition and the nerve to do things right.



CRITICISM AND COMMENT.

FROM NEW SOUTH WALES.

Jas. Haynes, M.P.S., Wellington, N. S. W., sends in a little eight-page booklet. The impression it gives is that Mr. Haynes, like a good many of his American brethren, is a rather spasmodic advertiser, and as a result attempts to cover too much ground when he makes a start.

The booklet is a sort of combination of Christmas advertising and ads on his specialties. One page is devoted to goods suitable for Christmas presents, the re-

maining pages are devoted to brief announcements of special preparations—most too brief to be effective.



A NEAT GREETING.

Walker & Walker, New Kensington, Pa., recently reached their third anniversary, and marked the event by sending out a little announcement printed on tinted correspondence paper of a novel character. While little direct benefit can be expected from printed matter of this

Open All Night—Telephone 101.

38 years as a successful druggist.

Thirty-eight years ago the doctor of Fowler's Drug Store, same location as now, were thrown open to a startling new page. A long time you'll say—perhaps, but few Montgomery merchants who began with me in '48 are now in business.

Today my business is more profitable than at any time in its history. Each day not only shows an increase over the corresponding day a year ago, but daily new customers join the throng of those who are you'll find at Fowler's all the time—day or night. And there's a reason for this.

"Fowler's" has always stood for the best in the drug line. Pure goods, fresh goods, fair prices, courteous treatment and absolute fairness tell the story briefly, yet fully.

Then, I have as a prescriptionist a man who has been with me for more than thirty years. I keep open all night and for my night prescriptionist I have a man for over twenty-five years. A Montgomery druggist, pretty strong combination, don't you think?

The fact that I have conducted this drug business for thirty-eight years, all at times standing closely my customers' best interests, explains why I have prospered, and at the same time is my strongest plea for a portion of your drug trade.

What do you say?

E. G. Fowler, Druggist,

10 Dexter Ave. Established 1865.

Heinz 57 Varieties.

Have you seen the demonstration? Where? At Merrill's! Had the folks in all creation Run to Merrill's! Apple Butter, Soup and Pickles, Fine preserves, the police tickles! All in one place! Save your nickels! Come to Merrill's!

THE HILL DRUG STORE.

Pocasset Headache Cure.

Quick and effective. A positive and reliable cure for all headaches and neuralgia. Pocasset Headache Cure consists of no cocaine, morphia or other poisonous drug, leaves no unpleasant after effects and MAY BE USED WITH PERFECT SAFETY. This remedy will relieve the most obstinate case of sick or nervous headache in fifteen minutes.

J. C. BRADY, DRUGS,

Oranite Block, Cor. Pocasset.
THE PRICE IS 25c.

FOR BABY'S DELICATE SKIN,

so easily affected by the rough winds we've something new, just coming, that will give you information that they want. Fowler's baby wash with a touch of Baby Powder and the results will be marvellously beautiful. We sell all leading brands. Price, 10c, 15c and 25c.

City Drug Store.

PAUL H. GROSS,
Deutsche Apotheke.
CENTRE ST.
MEYERSDALE, PA.

CORN HILL DRUG STORE.

ON SOUTH STREET.

All the leading Patent Medicines on hand at popular prices. Choice Cigars. High Grade Whiskies for medical use. Our prescription department is complete and up-to-date. We solicit your patronage and guarantee prices as low as anywhere in the city.

WILLIAM HOWARTH,

ON SOUTH STREET.

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Current Advertisements.

formal character, such general benefit as can be hoped for will be most insured by sending something attractive, as has been done in this instance.



POOR TYPOGRAPHY.

EDITOR BUSINESS BUILDING:

I send you a small circular which this firm have recently placed before the public. Being a constant reader of your journal, I am desirous of asking your opinion regarding the same. This circular, with typewritten letter, was sent to the entire rural mail list, and we had very satisfactory results from same. We are about to issue another in similar manner and a suggestion would be encouraging, especially from you.

Ashland, Ohio.

The circular sent is a booklet of 12 pages—eight pages and cover. The matter in the booklet is fairly good, better than the typographical work.

UNCLE BILL AND THE DRUG COMBINE.

Didn't you hear how the time I'll have to break in with a rhyme, say stop that cough with Tolu-Pine.

To my Friends:

After waiting for many years the druggists belonging to the combine have been able to force to advance the price on one only little, unimportant line of medicines, those of the Dr. Miles Medical Co.

REMEMBER THESE ONLY—ALL OTHERS AT CUT RATES.

A plain case of fraud. I had to sue the contract or be unable to obtain the goods either from my jobbers or the Miles Co.

Once more in a small way you have an opportunity of seeing what would be done to you were I not conducting a Cut-Rate Store.

But it is you, the public, my patrons, that the Drug Combination hits, and it would hit harder were I not here to fight for the privileges of selling you your medicine and toilet requisites at 50% cental prices.

Remember all the patents at Cut-Rate Prices.

You are now compelled to pay for Dr. Miles' goods 25c. a package for \$1 for the quarter size. \$1.50 bottles for \$3, for the dollar size. My price for the quarter goods has been 20c. and the dollar goods 50c. for \$4.50.

I am the only and original Cut-Rate Druggist in America and my prices are not only goods are yet at Cut-Rates.

The Miles company would not have completed my signage had not the combine fought for it. Why did they fight for it? Surely not for your interest, could it when it compels you to pay 25 per cent more for the goods—SO LONG AS I AM ABLE TO BUY ONE DOLLAR'S WORTH OF GOODS AND OFFER THEM TO YOU FOR LESS THAN MY COMPETITORS' PRICES, YOU SHALL HAVE THAT ADVANTAGE.

Yours for business

WILL E. RICHARDSON
The Cut Rate Druggist
127 Greene St. Bk. Postoff.
Goods delivered. Ladies, telephone for the time.

PURE SALAD OIL.

No corn oil in this.
It's Pure Olive Oil.

It doesn't seem to be generally known that oil is extracted from corn, shipped to Latin and Spanish countries; used as adulteration in olive oil, and re-shipped to this and other countries as "Olive Oil."

We have on hand a choice lot of Pure Olive Oil—we know it to be PURE because we have tested it and found it to be so—nothing but the pure Olive Oil. Money back if not satisfied with it.

W. H. STYER,

DRUGGIST, 240 FRONT STREET.

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The cover of the booklet is poor; there is too much matter on it and the display is confusing. Inside the matter starts on the cover page and goes from that to the inside pages, which are on different stock. This is a poor plan. This cover page should be blank, or should bear matter distinct from that upon the inside pages. The matter upon the pages is not properly balanced. A more attractive book would have resulted if the matter, starting on the first inside page, had been continuous regardless of where the headings came. Whoever prepared this book has pretty good ideas as to advertising preparations of the kind, because he tells people the things they ought to know about the goods. If he will see to it that the printer turns out a better job the results will be increased. The right plan to follow in successfully pushing goods of this sort is to keep something going out in regard to them all the time. Don't let them get cold. Where this is done, it is a good plan to feature one or two of the preparations at a time, taking those that are most seasonable and giving less attention to the remainder. Then, in turn, take up the others in the same way. There is never any possibility of overdoing advertising of this kind.



ANOTHER SPECIALTY BOOK.

D. E. Hoagland, Cobleskill, N. Y., has recently issued a 12-page booklet on his special preparations. He has shown good judgment by using first-class paper and by employing half-tone cuts of his packages. These remedies are well presented, the argument being good throughout.

In this book conundrums and riddles have been inserted on alternate pages, an expedient commonly supposed to have more value than it has. Mr. Hoagland fails to give his address anywhere in his booklet. This, however, can be found by close observers in some of the half-tone cuts of packages.



SOME CURRENT ADVERTISING.

The group of ads shown on another page were clipped from newspapers of recent date. They are reduced to about one-fourth their original size.

This collection is a rather representative one and, taken as a whole, shows that there is still plenty of room for improvement.

No. 1 is a good ad. A good talking point is well presented. In its original form it occupied 6 inches double column and stood out prominently on the page.

No. 2 is, possibly, an example of what the drug trade is coming to. This is from classic Ithaca, too.

No. 3 is a business like ad, one apt to yield some results. The price should have been above the firm name. A gray or rule border would have aided the appearance of the ad.

No. 4. In this ad the tail wags the dog. Entirely too much space is taken for the address, all of which could have been properly displayed in half the room.

No. 5. One of the kind of ads that cannot be expected to bring returns. It is too small and too general.

No. 6. One of the earlier results of the Miles' Restrictive Plan. Uncle Billy's ad is perhaps the pioneer of the new type.

No. 7. The news embodied in this ad is, as Carlyle put it, "Important if true."

Here is a modest poster from Chicago: "Chicago American editorials make you think. They are world movers." "Cascarets" appeared directly below this announcement on one board.—Printer's Ink.

The Value of Courtesy.

Courtesy—not mere politeness, but that habit of mind which causes a man to put himself in the other fellow's place and give his ideas and feelings consideration—is an attribute well worthy of cultivation by a young business man. In this age, when the old fashioned deference to our elders is replaced by the encouraged self-assertion of the young people for whom we live, we are more simple and direct in our thought and speech, and manners more clearly show forth the man. It is therefore all the more necessary that the man should have social qualities worthy of exhibition and that he should cultivate a kindliness and sincerity of thought that will find fitting expression in a straightforward, frank and manly bearing.

The habit of courtesy is of commercial value wherever in business a man comes in contact with his fellows. It is the pleasant man, the fair man, the man whose manner betokens a self-respect and an appreciation of the desires of others, who is remembered, spoken well of and sought again. Many a transaction has been brought to a successful issue by the exercise of a tactful courtesy, which without it could never have been consummated. Many a lawsuit has been caused by the want of it; friends made enemies and business ruined, all because on one side or the other there was some one without this saving grace.

Particularly is courtesy of value in a retail store. Listen to a woman talking of her shopping and you will find that the service given in the different stores is in her eyes of equal importance with the quality and the price of the goods. It is the nice girl in the china store to whom she recommends her friends. The linen clerk who knows the latest wrinkles in napery gets her trade. The dry goods clerk who assists her in her little economies, sells her all she buys in his line, and the furniture man who gave her a private view of a rare rug and discussed furnishings with her when he knew she did not care to buy will be given the order for the new chamber suite when it is bought. Think over the stores where you do your own trading and analyze the reasons for buying there, and you will find that you are influenced by much the same motives and that the personal element cuts a large figure in your purchases.

It is not only the customer who places a proper value upon courtesy. Every merchant weighs carefully and anxiously the qualities of his employees, and among the time servers whom he must regard as a poor investment the courteous, attentive, diligent man shines forth a jewel. Go into a store and tell the proprietor what you want, and see him turn to his clerks and after studying them a moment select one to wait upon you. Every time that he does this his clerks are mentally weighed in the balance, and it is the man with business tact and ability, careful of your wishes and his interests, to whom he intrusts his best customers and most profitable trade, and upon whom his eye rests with the liveliest satisfaction. It is he to whom it is safe to show favor, and if the work given to him is harder than to his fellows it is but an indication of his employer's confidence in his ability, which sooner or later will find a satisfactory expression. How many, many of the junior members of large firms have made headway simply because by their courteous treatment of customers they made themselves so well and favorably known as to be indispensable.

I think there must be in the hereafter a special place of punishment for the careless, heedless, indifferent, selfish employees of men who have had to depend upon their assistants for success. What plans have failed through their poor service! What projects were never attempted because of the knowledge that the man who would do the work could not be depended upon! What waste is daily going on all over the country because the employees do not feel and act in accord with the employer's interests!

In every walk of life, "doctor, lawyer, merchant, chief, rich man, poor man, beggar man" and all the rest, this trait of courtesy—seeking to please others—leads to better things. With it a man is able to show his ability to the best advantage. Without it, he is as one who sits in his own light and his good qualities are imperfectly seen.

It is the outward expression of an inner quality well worthy of careful cultivation.—The Corbin.

From J. B. Lippincott Company, Philadelphia, we have received the prospectus of a new and important work on physical chemistry, by John Castell Evans. It is entitled *Physico-Chemical Tables*, and is printed in two volumes, each complete in itself, and published separately. Vol. I, on Chemical Engineering and Physical Chemistry, is now ready. Price, \$8 net.

PHENACETIN UP FOR DISCUSSION.

**President Brundage of the State Board of Pharmacy
Defends Druggists Against Unwarranted Attacks—
Pharmacists in Some Cases the Victims of Imitators**

The phenacetin question, which has caused such a stir in drug circles in connection with the Health Department's investigation of the sale of substitutes or adulterations of that article, was revived at the last meeting of the Manhattan Pharmaceutical Association. Albert H. Brundage, president of the State Board of Pharmacy, delivered an address, in which he defended druggists in the wholesale charges made against them, and threw additional light on the matter. Among other things he said:

"Phenacetin, about which so much has lately been said, and concerning which the pharmacist has been so much abused and discredited, is a patent or proprietary remedy, owned and manufactured by a manufacturing firm in Germany. It is a pain reliever and fever reducer, and as such has come into quite extensive use. The proprietors sell it in Canada at about \$5 a pound. Owing to certain peculiarities in our patent laws they are unable to appoint an agent here, and to so control its sales in the United States as to compel American pharmacists to pay about \$16 a pound. It sells in Germany for about \$3 a pound. It is unlawful to sell it here until after it has passed through the hands of their agent, and thus the price is maintained. If purchased in Canada at the low rate prevailing there, and the customs tax paid for importing it here, it cannot be sold here until the proprietor's tax has been paid to their agent here. Hence nothing is gained in the cost. I have been informed of at least two cases where the Government, having seized smuggled phenacetin and offered it for sale at public auction, the purchaser was at once notified by the representative of the proprietors that he could not sell it until matters had been adjusted with the proprietors' sole agent. It is, perhaps, not to be wondered at then that some pharmacists have felt that such conditions were unjust and unsupported, and that paying the Canadian price and customs' tax was all that should be required of them. Phenacetin so bought and then sold would not be smuggled as regards the Government, but would be as regards the proprietors or agent. Such purchasers would, however, naturally be loath to divulge the fact that they had thus obtained their phenacetin, lest they be subjected to suit by the proprietors or agent.

"Inasmuch as in recognition of the exclusive rights given the proprietors of preparations and for the reliability of which the Government holds these proprietors accountable, the law, as previously quoted, very justly relieves pharmacists of responsibility as to the strength and purity of such preparations. When a pharmacist purchases a sealed package or box, apparently absolutely identical with that which he has been in the habit of obtaining at a given price from the proprietor of that preparation, he is naturally not inclined to question the reliability of its contents, although he might have obtained it through other than the ordinary channel.

"Furthermore, pharmacists fall in business or die, and their stock is sometimes parceled out to other pharmacists by men who make their livelihood by investing in and distributing such stock. Excellent bargains are thus occasionally secured by some pharmacists. All these facts afford unprincipled persons an opportunity to prey upon the pharmacist, by so imitating genuine preparations as to easily deceive him. They know that his horror for publicity will deter him from divulging the source of the adulterated preparations, if he, perchance, discovers their nature.

"From information supplied me, and which I have every reason to believe to be correct, I am convinced that there has recently been in operation here an establishment for the extensive production and distribution of a close imitation of phenacetin. So closely was the container copied as to be almost indistinguishable from the genuine. Some pharmacists seem to have been the unfortunate victims of the imitators.

"About a year ago the Board of Pharmacy, in the course of its investigations, analyzed samples of phenacetin taken from a large number of stores in New York City. With but two exceptions the samples were found to be pure. The two exceptions were notified, and subsequent investigations established the fact that the evil had been remedied in those two cases. This would also go to show that the adulterated phenacetin has only recently been put on the market.

"One of the newspapers has credited a Board of Health official with saying that acetanilid, which was found substituted for phenacetin in some of the samples recently analyzed, is often dangerous, even in small doses, while phenacetin was never known to cause death. As a matter of fact, neither

phenacetin or acetanilid are free from danger, and each has caused death. Some eminent authorities consider acetanilid the safer of the two remedies. As regards their use, it is well known that acetanilid and compounds of acetanilid are constantly and freely employed in the United States for headaches, neuralgias, etc. Nearly all the popular headache powders, tablets and wafers contain acetanilid. It is widely recognized that much more acetanilid is being used for pain than of any other known remedy for such purpose. And we scarcely ever hear of its causing death, or even serious injury. Furthermore, acetanilid is not a proprietary preparation, but a definite Pharmacopœial substance, officially described in, and to that extent recommended by not only the United States Pharmacopœia, but also by the pharmacopœias of Great Britain, Germany, France and Italy. The United States Pharmacopœia makes no reference to phenacetin. In chemically testing phenacetin and acetanilid, great care must be exercised or one will be mistaken for the other. Hence the difficulty sometimes encountered in determining which article is under examination.

"It would seem from these facts that the anxiety manifested on the part of the public, when suspicious of the substitution of acetanilid for phenacetin, was not as necessary as some were led to believe."

[Retail Druggists' Bowling Association.

The Retail Druggists' Bowling Association, of New York, have played a series of match games with the Seabury & Johnson bowling team, and have demonstrated their superior ability as bowlers by completely vanquishing the plaster makers, who are old and experienced players. In the first series, played on February 13, the totals of both teams stood as follows: Seabury & Johnson, 2,132; R. D. B. A., 2,340. In the second series the plaster makers were vanquished more completely, the score standing: Seabury & Johnson, 2,068; R.D.B.A., 2,331. The results of the tournament are shown in the following table of scores.

FEBRUARY 13.—FIRST GAME.

SEABURY & JOHNSON.		RETAIL DRUGGISTS' BOWLING ASSOCIATION.	
Lovis	183	Schweinfurth	128
Benjamin	141	Haddad	137
Seabury	145	Timmermann	157
Scrimshaw	160	White	128
Judge	151	Hitchcock	150
	780		695

SECOND GAME.

Caughey	95	Schweinfurth	150
De Zeller	160	Timmermann	198
Seabury	139	Pringle	201
Sayre	108	White	119
Scrimshaw	155	Hitchcock	165
	657		833

THIRD GAME.

Lovis	121	Schweinfurth	180
De Zeller	167	Timmermann	156
Seabury	124	Pringle	144
Scrimshaw	139	Haddad	135
Judge	135	Hitchcock	197
	686		812

MARCH 7.—FIRST GAME.

Lovis	129	Schweinfurth	147
De Zeller	115	Weiss	181
Seabury	115	Timmermann	124
Scrimshaw	139	White	158
Judge	157	Hitchcock	130
	655		740

SECOND GAME.

Lovis	141	Schweinfurth	192
De Zeller	136	Weiss	162
Seabury	113	Pringle	136
Scrimshaw	178	White	107
Judge	141	Hitchcock	182
	709		770

THIRD GAME.

Lovis	123	Schweinfurth	162
De Zeller	190	Weiss	220
Caughey	127	Haddad	119
Scrimshaw	106	Pringle	134
Judge	149	Hitchcock	168
	704		812

The Retail Druggists' Bowling Association have a membership of 17, including the following: Chas. H. White, R. H. Timmermann, L. W. De Zeller, Geo. E. Schweinfurth, Geo. H. Hitchcock, J. Maxwell Pringle, jr., Saleem Haddad, S. V. B. Swann, Arthur J. Reeder, Fred. Wichelns, Bruno R. Dauscha.

A. J. Heinemann, Otto Boeddiher, E. O. Weiss, Wm. Weiss, Geo. C. Diekmann and T. W. Linton.

The officers for 1903 are: President, R. H. Timmermann; vice-president, Fred. Wichelns; treasurer, J. Maxwell Pringle, Jr.; secretary, Arthur J. Reeder, 460 Fourth avenue; captain, Geo. E. Schweinfurth.

THE BENZIN CONTROVERSY.

Some Sensational Developments—Inspector Murray of the Fire Department Expresses a Low Opinion of Pharmacists—Threatens Bodily Injury to Anybody Who Says He is Interested in the Sale of Benzin Substitutes—Composition of the New Cleansing Compounds.

There have been interesting, and in some respects sensational developments recently in the benzin controversy. No other matter, it is safe to say, is attracting so much attention at present among pharmacists as the regulation governing the sale and storage of benzin promulgated by the Bureau of Combustibles of the New York Fire Department. The subject has been threshed out at association meetings, and is the chief topic in the trade. Reputable druggists have made the deliberate charge that they are being discriminated against in the enforcement—or lack of strict enforcement—of the benzin ordinance; that the latter is being flagrantly violated by paint stores, and also that some other stores are selling benzin with impunity; the system of inspection followed by the Bureau of Combustibles is declared a farce, in view of conditions found to exist. Another feature in this connection is the assertion that certain substitutes for benzin recently put on the market and extensively advertised as being nonexplosive and non-inflammable, are not what they are represented to be in these respects, and that pharmacists have been grossly deceived in some instances.

Efforts to get satisfaction from the Bureau of Combustibles or some remedy for the apparent discrimination against druggists, have not only proved futile, but have served to widen the breach already existing between the bureau and the drug trade. Inspector Murray, of the bureau, when interviewed showed but little interest or faith in the druggists' complaints, although he promised to investigate conditions said to exist. But aside from meeting with more or less indifference, representatives of the druggists were insulted by remarks made by Inspector Murray, according to responsible pharmacists, which reflected seriously upon the drug trade as a whole.

THE INSPECTOR'S INSULTING OPINION OF PHARMACISTS.

This fact was disclosed at the meeting of the Manhattan Pharmaceutical Association last Monday night. Chairman Collins, of the Trade Interests Committee, told of an interview between President Erb, of the association, and Inspector Murray. The substance of the latter's tirade against druggists was reported as follows: Pharmacists, said Inspector Murray, are not a bit better than painters or hodcarriers. They don't care what they sell; they are out for boodle. He was afraid to take even a glass of soda water for fear he would get borax water in the drink instead of carbonated water.

President Erb told him that was a most foolish notion, for laying other considerations aside, the price of borax was higher. Mr. Murray said he was bound to stop the sale of benzin. Painters were not allowed to sell benzin to any but painters, and not at all to women or children, and if they were violating the rule he didn't know it. He would start an investigation to find out. Mr. Erb told him that Elmer & Amend had a permit that wouldn't expire until August 1, and that they are selling benzin right along as formerly. Mr. Amend declared, he said, that when their permit expired he would probably continue to sell benzin and make a test case.

Inspector Murray told Mr. Erb that if druggists would use a mixture of 1 part benzin [benzol?] to 3 parts of carbon tetrachloride in volume, the solution would not be inflammable and could be used. Mr. Erb accused him outright of being interested in the Pyranzine Company. Mr. Murray emphatically denied this, and said that if the person responsible for that rumor entered his office he would go away in a worse condition than he came. He said that the only connection he ever had with any concerns manufacturing benzin substitutes was when they came to him and asked what would be done in case their preparations were explosive. He told them

they would not be allowed to sell such products, and recommended a mixture of benzin [benzol?] and tetrachloride.

BROOKLYN DRUGGISTS DISCUSS THE SITUATION.

At the last meeting of the Kings County Pharmaceutical Society the benzin question was brought up and interesting disclosures were made relative to benzin substitutes. Secretary Tuthill said: "I believe the drug trade is living up religiously to the Fire Department regulations; but the paint trade is not. One store, in mind, sells in quantities up to a gallon. I know of one drug store, too, the proprietor of which says he will defy the Department and will sell benzin. We should find out whether one party is to be allowed to sell and others not. One paint store in South Brooklyn is permitted to store 5 gallons of benzin and sell at liberty, but I don't know how true this is. The drug trade, however, is shut off absolutely, notwithstanding the fact that druggists are far more competent to handle the article than any one else. The whole inspection scheme is a farce. Something should be done to remedy the abuse."

One of the members present declared that a party called for benzin at a certain drug store, and upon being refused went a few doors away and got the quantity required from a paint store. The point was also made that the benzin is called for and officially recognized in the United States Pharmacopœia in certain preparations, and therefore it was a question whether the Department or any one else had a legal right to prevent druggists from carrying a certain amount of benzin in stock.

THE COMPOSITION OF BENZIN SUBSTITUTES.

Secretary Tuthill read a statement prepared by Otto Raubenheimer, a member of the society, in which the latter asserted that pharmacists are being fooled by fake benzin substitutes. He declared that some preparations put on the market as noninflammable and nonexplosive substitutes for benzin were not what they were claimed to be. The statement follows:

"While experimenting on a safe substitute for benzin on account of the benzin ordinance in the latter part of December, my attention was called to an advertisement in the daily press, as follows: 'Eraderline—knocks grease spots out of everything—noninflammable.' I bought a few bottles, and, according to its physical properties—smell, specific gravity, etc.—I suspected it to be benzol (benzene) C_6H_6 , which, upon analyses, proved to be correct. As benzol is very inflammable at ordinary temperature, it was certainly a misrepresentation on the part of the Eraderline Company to advertise the article as non-inflammable.

"On February 27 a salesman of this company called on me and stated that they had a nonexplosive, noninflammable cleaning fluid, a liquid which was absolutely fire proof; in fact—and this is the exact expression he used—a liquid which could be used as a fire extinguisher, its high price, however, being a drawback. I listened to his story, and then showed him one of their bottles containing benzol. He explained that the company were now manufacturing an entirely different article. Thereupon he showed me a sample which was absolutely fire proof. I tested it before him in the following manner:

"When placed on a piece of paper the latter would not ignite. When heated in a small dish over a flame it would readily evaporate; but neither the liquid nor its vapor would ignite. From its physical properties I took it for carbon tetrachloride, CCl_4 . I kept a sample, and upon analysis found it to be that. I complimented the Eraderline man upon having, in my opinion, the best nonexplosive cleaning fluid on the market, and gave him an order.

"When the goods arrived I opened a sealed package, and before uncorking it I noticed the odor of benzol. The liquid smells strongly of benzol; it burns when heated, and a piece of paper saturated with it will also burn. The presence of benzol in the Eraderline was verified by Dragendorff's test. I procured bottles of Eraderline from different stores, and they were all found to contain benzol. This shows that the Eraderline Company are fooling pharmacists.

"The so-called noninflammable products of the other two companies—namely, Pyranzine and Carbona—can also be ignited.

"Since the benzin ordinance has been put into effect we must have something else in place of benzin. Carbon tetrachloride seems to fill the bill, because it is entirely noninflammable, and furthermore is superior to benzin as a cleaning fluid. The article is not manufactured in this county [?]; but no doubt if pharmacists created a demand it would be. Any factory making carbon disulphide, CS_2 , can without much trouble and expense make carbon tetrachloride at about double the price of the former, which is quoted now at from 5 to 6 cents a pound in 100-pound drums."

THE NEW YORK COLLEGE.

Ewen McIntyre Elected Honorary President—Charges Against the Institution Refuted—President Chandler Reviews the History of the College—Former Officers Re-elected.

THE annual meeting of the New York College of Pharmacy, on Tuesday evening, March 17, was only fairly well attended. The proceedings were opened by President Charles F. Chandler, who prior to proceeding to the business of the evening took occasion to speak in feeling terms of his long and intimate association with the institution, his pride in its past, and his hope for its future. This address was evidently unpremeditated and at its close he apologized for the length to which he had been led to speak, an apology which was wholly unnecessary, as evidenced by the frequent and hearty applause which punctuated his remarks, and by the expressions of appreciation and gratification which were uttered by the members at the close of the meeting in discussing his remarks.

Doctor Chandler referred to the serious charges which had been made against the institution in the public press to the effect that the preliminary examination had been dispensed with, and that the candidates for graduation were passed regardless of their standing and were registered by the board without having a requisite knowledge of the calling which they had taken up. It was unfortunately true, said Professor Chandler, that the preliminary entrance examination had been abandoned. This circumstance was one which was rendered necessary by the character of the institution, an institution which was wholly dependent on the students' fees for its support, and had never received one dollar in the way of donation or endowment from outside sources, with the single exception of a reduction made by the seller of the lot on which the college now stands in his price, on the ground that the character of the institution was such as to make him willing to accept \$5,000 less than the price originally asked. The wonderful progress made by the college from the very humble beginnings with which Doctor Chandler first became acquainted in 1866, down to the present time, had in its financial aspect been based solely upon the dues of the members of the college and the fees of the students. It might be thought desirable to somewhat elevate the standard required for graduation, but so long as the income from students' fees was the main factor in the finances of the institution, it would be impossible with this college, as it had been impossible with the medical colleges, to place the standard as high as, from purely theoretical considerations, it was desirable that it should be placed. The history of the medical college with which Doctor Chandler has been intimately associated (the College of Physicians and Surgeons) had been practically the same as that of the colleges of pharmacy up to the present time. The advances in the curriculum had been very slow, though steady, until association with the universities and the reception of endowments had made them financially independent of students' fees. As soon as this financial independence had been achieved, and the faculty was able to act without regard to the possible effect upon attendance, the standards required both for entrance and graduation had been promptly raised to the level which educational authorities deemed not most expedient, but best. Although it might be possibly better to advance the standard required both for entrance and graduation, Doctor Chandler had no apologies to offer for what had been done, but only the highest commendation, mingled with some surprise that so much had been accomplished under such adverse circumstances.

When the college moved into its new building it had, besides a permanent debt of \$125,000, a floating indebtedness of \$20,000, which had been steadily reduced until now it seemed reasonable to hope that unless some unexpected financial contingency should occur, the entire floating debt would be wiped out during the course of the current year, leaving only the permanent debt of \$125,000 hanging over the college. Doctor Chandler informed the members that it was possible that this, too, might be wiped out, as steps were being taken to enlist the aid of benevolent men of means, which might possibly result in securing an endowment which would make the college wholly free from debt. If this could be done the future of the college would be bright, indeed, and he felt confident that would be accomplished before a great while had elapsed.

In referring to the attacks which had been made upon the institution, he said that the animus prompting those attacks was so well known and the character of their source was such

as to deprive them of any weight to thinking persons. As to the standards of the institution and the character of the students, he said that he had taught students in all departments of science, mechanical engineers, physicians, electrical engineers, mining engineers and chemists, and that in none of his classes had he ever had students who were more attentive, more gentlemanly or more industrious, or who profited more by their lectures, than did the students of the New York College of Pharmacy. At Columbia University the students were mostly favored sons of fortune, who had had every advantage of training and education which ample means could furnish, but notwithstanding this fact, the students at the New York College of Pharmacy compared most favorably with those at Columbia University in the results achieved. Every year it is his custom to post in the halls of Columbia sets of the questions used in examining the senior students in the New York College of Pharmacy, and he has always found grouped about these bulletin boards students who were deeply interested in the questions asked, and many of whom he heard express surprise at the high character of attainments required of the apothecary. Doctor Chandler had been surprised to observe the ability and accuracy with which the senior students of the College of Pharmacy grasp the intricate and involved problems set before them in modern organic chemistry, and said that he was proud to be associated with an institution having so admirable a record, and he urged the members to continue their earnest, faithful work along the lines which had brought so large a measure of success.

Reviewing the statistics of the graduating class, he showed that during recent years only about 80 per cent. of the members of the class graduated, a percentage of graduates which was not abnormally high, and which in itself constituted a complete refutation of the charge that any one who had the money could pass.

A LETTER FROM DR. WALL.

The secretary, Mr. Main, read a letter from Dr. Otto A. Wall, of St. Louis, a corresponding member of the college, conveying the information that he had sent to the college library copies of his various pharmaceutical works, including his recent Latin text book, his work on Pharmacognosy, and other volumes from his pen, for which the secretary was instructed to make suitable acknowledgment.

The election of officers was then entered into, and there being no contest, the nominees presented by the Nominating Committee were unanimously elected, as follows: President, Charles F. Chandler; first vice-president, Dr. William Jay Schieffelin; second vice-president, Herbert D. Robbins; third vice-president, John R. Caswell; treasurer, Clarence O. Bigelow; secretary, Thomas F. Main; assistant secretary, O. J. Griffin; trustees for three years, Frederick W. Carpenter, Thomas P. Cook, Arthur Elliot, Felix Hirsman, Carl Schur; trustee for one year, Henry Imhof. The only new members of the Board of Trustees are Thomas P. Cook, and Henry Imhof, who replaces Mr. Caswell, who has been made third vice-president.

The most interesting feature of the evening was an innovation introduced by Thomas J. Macmahon, who moved that Ewen McIntyre be elected honorary president of the college. Mr. McIntyre protested against such a step as being wholly irregular, and said that Mr. Macmahon was entirely out of order in making such a proposal. The motion was warmly seconded, however, by Oscar Goldman, Arthur C. Searles and others, who spoke with much feeling of the great services which had been rendered to the institution by Mr. McIntyre. President Chandler ruling that the motion was in order, and that there could be no infringement of the prerogative of the president by the election of the honorary president, Mr. McIntyre was elected to the newly created office by a rising vote. After the close of the business session the members adjourned to the library, where a collation was served, music being furnished by the Neapolitan Quartette.

The North Dakota Board of Pharmacy.

Twelve candidates succeeded in passing the examination held at Fargo by the North Dakota Board of Pharmacy on March 3 and 4. They are as follows: D. A. Blackburn, Hannah; Walt I. Firey, Aberdeen; Fred. Hermanson, Towner; W. J. Davidson, Langdon; Arthur C. Hanson, Albert Lea, Minn.; Gustav Engebretson, Minneapolis; Frederick Schrimpf, Fargo; Wyman W. Paige, Sheldon; Victor L. Bedier, Rogers; C. J. Onsrud, Voltaire; D. N. Benzie, Park River, and Stanley Miller, Nome. The next meeting of the board will be held at the Agricultural College, in Fargo, on June 9. Those who desire to appear before the board should apply for blank and instruction to W. L. Parker, secretary of the board, of Lisbon, N. D.

MANHATTAN ASSOCIATION DISCUSS LIVE ISSUES.

Fire Department Rules Regarding Sale of Benzin a Burning Question—Inspector Murray Antagonistic to Pharmacists—Breach Between the Bureau of Combustibles and Pharmacists Widened—As to the Profit on Benzin—Mr. Alpers in His Usual Role—R. R. Smith Advocates Suing for a License—Dr. Brundage on First Aid to the Injured and the Meeting of Emergencies.

The regular monthly meeting of the Manhattan Pharmaceutical Association was held on Monday evening, March 18, at the New York College of Pharmacy. It was an unusually interesting meeting, many matters of particular importance to pharmacists of this city being brought up and discussed at length, chiefly the benzin question, fire insurance rates and druggists' liability for the quality, purity, etc., of proprietary articles.

President Erb was in the chair, and Secretary Swann recorded. The meeting was very well attended. Treasurer G. H. Hitchcock reported as follows: Cash on hand at the last meeting, \$385.29; received in dues, \$27.50; total, \$453.19; disbursements, \$2.80; cash on hand, \$450.39. Mr. Hitchcock said that the Tenth District Association, which was formed as an auxiliary to the Manhattan about two years ago, at the time of the movement to organize locally in connection with the N. A. R. D. anti-cut-rate campaign, had a surplus of \$40.40, and had offered the same to the Manhattan Association. The question arose as to whether the latter should receive the amount, the fear being expressed by some that other similar auxiliaries might call on the Manhattan to make up any deficit that might have been incurred. George Kleinau said that so far as he knew all accounts had been squared in connection with that local work, and he thought it advisable to receive the surplus from the Tenth District Association. On motion of Treasurer Hitchcock, duly seconded, this was done.

Mr. Searles, for the Committee on Legislation, called attention to bills now pending at Albany affecting pharmacists, particularly the Bostwick bill, requiring manufacturers, importers and others to attach a certificate to every package showing quality, strength, date of sale, etc., of all drugs sold. A hearing on this bill would be had on March 25, at which the Manhattan Association would be represented.

Chairman Collins, of the Committee on Trade Interests, reported on the benzin matter, and told of a conference between President Erb and Inspector Murray, of the Bureau of Combustibles. The committee waited on Inspector Murray, but found that Mr. Erb had, by a misunderstanding as to the time set for the conference, arrived earlier and talked with Mr. Murray. What passed between the latter and Mr. Erb was told to the committee, and Chairman Collins related the interview at Monday night's meeting of the association. A more detailed account of this is given elsewhere in this issue. Inspector Murray was obstinate and determined to carry out the regulations governing the sale of benzin, and apparently has not a very good opinion of pharmacists. According to the report of the interview, the head of the Bureau of Combustibles is not worrying much about the discrimination which druggists assert is being shown in favor of paint stores and others regarding the sale of benzin. In brief, no satisfaction whatever was obtained from Inspector Murray, and the conference resulted in widening the breach between the bureau and pharmacists of this city.

A communication was read from the Kings County Pharmaceutical Society requesting the Manhattan Association to join a committee from the former and confer with the Bureau of Combustibles on this matter. The Manhattan people had already seen Inspector Murray, so nothing was done with the Kings County letter.

Mr. Alpers said that because of the fact that a joint committee from the pharmaceutical associations had waited on the fire insurance companies and secured a reduction in the fire insurance rate on drug stores, using as one of their chief arguments that benzin was no longer sold in drug stores, it was unwise to stir up the benzin question, since the insurance companies might jack the rates up again if pharmacists handled benzin. Besides, he said, there wasn't much profit in selling the article. Secretary Swann quickly took exception to this last remark. He said he had often sold as much as 10

gallons a day. Riker, he said, sells barrels of it every week. He thought the question of profit was a very pertinent one.

No formal action was taken on the matter. Reuben R. Smith expressed the opinion that a suit at law was the only remedy for the benzin trouble. If one druggist would sue for a license such action would probably determine just what rights or privileges pharmacists had.

Secretary Swann said that he had had a bottle of Russell's Emulsion returned by a customer on the ground that it was not good, and he had been asked to replace it. Mr. Erb said he had had several bottles returned. The suggestion was made that druggists put a label on proprietary goods when sold, stating that they do not guarantee the articles. Mr. Alpers said he doubted whether such a course would be legal, and that the druggist could thus relieve himself of responsibility. As a rule, he said, proprietors were willing to replace such of their preparations as were found to be inferior.

One new member was elected—namely, Michael Rafter, of Fourth avenue and Twenty-fifth street—and Elliot D. Faxon was proposed for membership.

Dr. Albert H. Brundage, president of the New York State Board of Pharmacy, then delivered a most interesting and instructive lecture on "The Meeting of Emergencies." He gave some practical advice on how to deal with cases of fainting, hemorrhage, apoplexy, freezing, drowning, sprains, fracture, etc. After dwelling at some length on first aid measures he took a broader view of the subject and cited numerous instances how noted men and women in the past had proven equal to emergencies, and then, by a very happy turn, he brought the subject directly home to pharmacists, by telling how they could rise to emergencies. He mentioned one emergency in particular that druggists had only recently been called upon to meet. He called it a "tremendous emergency," and expressed not only the hope but the belief that pharmacists generally were fully equal to it. He was referring to the wholesale charge that had been made that druggists were, as a class, dishonorable—nothing more, in fact, than a lot of leeches. "Such implications," said he, "we absolutely deny, and it is incumbent on every pharmacist to prove that his profession is above reproach." Dr. Brundage brought up the recent phenacetin crusade by the Health Department, and made some very caustic remarks in that connection. At the conclusion of his address a rising vote of thanks was tendered to him.

A collation was served after the meeting, which adjourned at 11:30 p.m.

RESPECTS TO DR. ROBINSON.

Bitter Denouncement of His Letter to the New York Times—Attack Branded as Shameful and Malicious.

The virulent attack made on the New York and Brooklyn colleges of pharmacy by Dr. William J. Robinson in a long letter to one of the New York daily papers called forth most bitter denunciations of the article and its author at the meeting of the Kings County Society on March 10. Doctor Robinson is connected with the Board of Pharmacy Institute, a preparatory school for applicants for registration as pharmacists. He charged favoritism by the State Board of Pharmacy toward students of the colleges, mentioning that all members of the Eastern branch of the board are connected in one capacity or another with the two local colleges of pharmacy. He deplored the lack of entrance requirements to these institutions, and, in short, conveyed the impression that the whole college system was run in a slipshod fashion.

There were several speakers at the meeting who handled Doctor Robinson without gloves. Dr. John F. Golding, of the Brooklyn College, referred to him as "a man who loves to indulge in Billingsgate." He declared that any one who pointed with scorn at such a society as the Kings County, with such a record, or at its work, should be driven from decent society. Doctor Robinson was alluded to as an irresponsible fellow who had managed to make enough noise to attract responsible people. William Muir said he disliked to bring the matter up, but when an article is published attacking not only one college, but two, both splendid and worthy institutions, such an attack could not be ignored. Doctor Robinson's tirade, the speaker said, showed his total ignorance of not only what has been done by the colleges, but also of their aims, policy, methods—in short, the workings of the entire college of pharmacy system. The author of the article had twisted facts, thereby conveying a wrong impression to the public, who were not posted on the real situation and conditions. The attack was branded as malicious and shameful.

As to the implication that favoritism was shown by the board to students of the local colleges, that was absolutely untrue. Records of examinations alone proved this; and as for the colleges of pharmacy, no guarantee whatever is given to students upon entering that they will be graduated. That is a matter depending entirely upon their own work, efforts and ability; but the institutions always give "value received;" in other words, the student pays for his course, and even if he doesn't succeed in getting a diploma, he has received, through knowledge and training acquired, full return for the amount invested.

Prof. William C. Anderson, dean of the Brooklyn College, thought it unwise to get mixed up in a debate with Doctor Robinson. "We would simply be entering into an unending controversy," said he, "with a man for whom we would furnish new points, his comments on which might not be confined to facts."

Discussion on the Robinson attack at one time branched off into the more general subject of attacks on druggists, with particular reference to the Health Department's crusade, new legislation at Albany inspired by medical societies, etc. Mr. Muir said: "When medical societies jump on druggists, then druggists should turn around and show up weak points in the medical profession. Why do some members of that profession rail at druggists and their institutions? Why don't they turn to and help us? There is legislation now pending at Albany, started and backed by physicians; but in urging its passage they have displayed surprising ignorance of the drug trade."

"Then take the Health Department's investigations and campaign against druggists. I don't mean to be understood as attempting to shield any one who is given to substitution or adulteration. But I don't believe it is right for the entire trade to have reflections cast upon it on account of the possible shortcomings of a few. The Health Department has been trying its cases in the press, and the public naturally gets a bad impression of the drug trade generally."

"It seems to be popular to pound druggists. They are getting no help. They are trying to raise the standard of pharmacy; but what are they getting in return?—nothing but kicks. They have never received one dollar from the State. It is certainly time to call a halt in this unfair treatment and abuse. They ought to receive approval and encouragement, rather than abuse, from those in other professions allied to pharmacy."

DR. BRUNDAGE ON A "HYSTERICAL SPASM OF ALARM."

At the meeting of the Manhattan Pharmaceutical Association last Monday night Albert H. Brundage, president of the New York State Board of Pharmacy, in the course of an address, replied to the attacks recently made on druggists. He said in part:

"The sensational, indiscriminate, and in many respects unjust arraignment of New York City pharmacists by certain of the press and public undoubtedly calls for a protest from those who are in a position to realize the injustice done the pharmacists as a class. The pharmacist has been paraded as a thief and a scoundrel; improprieties by the few have been exaggerated into a crime committed by all. Indeed, it would seem we should believe that he unconcernedly and destructively trafficks in the lives of the community; that with him financial gain is ever paramount to personal responsibility, simple integrity and the instincts of humanity. He is charged with that degree of unreliability and criminality which would make the average pharmacist lose confidence in himself, and persuade him that he is possessed of a Jekyll-Hyde duality sufficient to warrant his applying to a detective bureau for personal espionage, in order to watch himself for and against himself."

"I am satisfied that when this hysterical spasm of alarm resulting from an incorrect understanding regarding the pharmacist and his true methods and intentions has passed over, and fair minded, thinking men review the matter and consider how well the health and well-being of the community is actually being protected and public interests are conserved, and also realize the true condition, position and status of the pharmacist, they will accord a high and honored place to pharmacists as a class; will maintain that they are really and truly a body of reliable, conscientious, worthy men. Dishonorable, unprincipled men are found in all professions, even among clergymen; and we can hardly expect, therefore, that the pharmaceutical profession should be an exception, notwithstanding the unremitting and vigorous efforts employed to eliminate such men from the profession. None more deplore the fact that there are dishonorable men in it than do those who are made to suffer most by being compelled to bear the odium such men create and cause to be visited upon the conscientious, painstaking, law abiding, upright pharmacists, of whom I am certain the majority of the pharmaceutical profession is composed."

The Cleveland School of Pharmacy.

The Cleveland meeting of the National Association of Retail Druggists was the occasion of several delightful reunions of college men and others. The graduates of the Philadelphia College of Pharmacy, who never miss an opportunity of getting together when any occasion brings more than six or seven of them on the scene, came together in this way at a supper party arranged by a committee of well-known Cleveland pharmacists, whose alma mater is the Philadelphia College of Pharmacy. The committee was composed of Lewis C. Hopp, M. G. Tielke and Prof. H. V. Arny, and the result of their efforts was a most pronounced success, a large number of alumni of the college from different States being present, besides a few invited guests, including the editor of the Bulletin of Pharmacy and the associate editor of the AMERICAN DRUGGIST. The evening was spent in swapping reminiscences of early college days and the singing of songs, in which all participated, the entire proceedings being marked by evidences of great good feeling and jollity. After the party broke up a number repaired, under the guidance of Professor Arny, to the Cleveland School of Pharmacy building, where an hour or so was agreeably and instructively spent.

The Cleveland School of Pharmacy occupies part of the building of the Cleveland Gas Company, immediately adjoining the City Hall, at 356 Superior street. Its faculty embraces a number of teachers whose reputation is more than local, and whose attainments have indeed shed luster on the profession as a whole. This, however, is quite in keeping with the traditions of Cleveland, a city which has advanced with giant strides during the last 10 or 15 years, and which now ranks as the seventh largest city in the United States in point of population alone. The dean of the school is Joseph Fell, Ph.G., who is also professor of chemistry and physics and the director of the chemical laboratory.

The chair of pharmacy in the Cleveland School of Pharmacy is occupied by Prof. H. V. Arny, a gentleman who is already widely and favorably known through his contributions to chemical and pharmaceutical literature, one of his recent papers appearing in the AMERICAN DRUGGIST under the title, "Legends of the Chemicals." He is a graduate of the Philadelphia College of Pharmacy and holds besides the degree of Doctor of Philosophy (Ph.D.) from the University of Göttingen, where he completed his chemical studies. Readers of the AMERICAN DRUGGIST will be interested to know that Professor Arny has been for some time at work on the preparation of a manual of pharmacy, which is now nearing completion.

Deservedly great importance is attached in the Cleveland School of Pharmacy to the proper presentation of the study of plant morphology and histology, and this department is under the direction of Prof. Robert A. Hatcher, Ph.G., M.D. (a former pupil of the late Prof. John M. Maisch), who is the professor of materia medica and microscopy. The remainder of the faculty consists of Prof. Henry W. Stecher, Ph.G.; Prof. Wm. F. Kuder, Ph.G., and Miss Adelaide Rudolph, A.M., the last named being the instructor in Latin.

What chiefly impresses the pharmaceutical visitor in an inspection of the Cleveland School of Pharmacy is the admirable manner in which the available space is utilized for the convenience and comfort of the students. The main lecture hall occupies about one-half of the floor space on the first floor, and receives its light from several large windows running the entire length of the hall. The lecture platform is large and roomy, and is backed by a high blackboard of equal length; while the seats are of the usual school description, being fitted with wide side arms for the accommodation of books, etc. The chemical and pharmaceutical laboratory is conveniently arranged for individual work, being divided into sections, each of which is fitted with separate sets of apparatus, reagents, sinks, etc.

The facilities afforded in the Cleveland School of Pharmacy for the study of pharmaceutical botany are excellent, and the course as outlined to the visitors by Professor Hatcher is well calculated to impart to students the varied knowledge of scientific botany which is required by the up to date pharmacist. Special attention appears to be paid to the recognition of tissue elements, which is so essential for the identification of crude vegetable drugs, especially in the comminuted condition. Micro-measurement and micro-chemical manipulations are fully taught and the student is encouraged to practice drawing. A number of well executed drawings showing the microscopical anatomy of plant sections, the work of students, were exhibited to the visitors.

A great deal more could be said of the character of the instruction afforded by the Cleveland School of Pharmacy if space permitted, but enough has been written to show that the pharmacists of Northern Ohio are justified in the pride they take in their school of pharmacy.

Obituary.

ORRIN J. SNOW.

Orrin J. Snow, junior member of the wholesale and retail drug firm of C. W. Snow & Co., Syracuse, and a well-known member of the New York State Pharmaceutical Association, died on March 6, at his home in Syracuse, after a brief illness, at the age of 53. He entered the employ of C. W. Snow as a clerk when 20 years old, and after service of three years was made junior partner. He was a member of the Chamber of Commerce, the Citizens' Club and the Commercial Travelers' Association. Besides his widow, he leaves two sons, Roscoe Kent Snow and Leslie Dunlap Snow. The deceased was a fairly regular attendant upon the meetings of the State Pharmaceutical Association, and was held in deservedly high esteem by all who knew him.

W. NELSON STEM.

On March 14 W. Nelson Stem, actuary of the Philadelphia College of Pharmacy, dropped dead while at work in the library of the college. Mr. Stem had been a sufferer for a long time with occasional heart troubles, but no one, not even his regular physician, apprehended the sudden taking off that occurred. Mr. Stem was at work in the library looking over the various papers necessary for the trustees to sign. He was alone, although his assistant was in the adjoining room. The latter heard a noise in the library, but he thought Mr. Stem was raising a window. A few minutes afterwards there was a sound as if some one were having trouble to get his breath. This caused the assistant to go into the library. He found Mr. Stem lying on the floor. Help was soon found, but Mr. Stem died without having regained consciousness.

The news of Mr. Stem's death shocked every one connected with the College of Pharmacy. He was beloved by all and through his indefatigable work he had the affairs of the college in almost a perfect condition. In 1900 he was elected to fill the position which was held for so many years by Thomas Wiegand. It was thought at that time that the work was too much for Mr. Wiegand, as he was then just recovering from a severe illness. Mr. Stem took hold and during his short reign made many innovations that were of great benefit to the college. He was born in Fredericksburg, Va., May 12, 1849. He attended Lafayette College, and in 1873 graduated from the Philadelphia College of Pharmacy. He practiced pharmacy until he became actuary of the college. He was for many years in the retail drug business with his father-in-law, Robert C. Brodie, at Twentieth and Callowhill streets. He took an active part in all affairs pertaining to the drug trade. He was president of the Alumni Association in 1891 and manager of the Alumni Report until 1902. He leaves a widow and one son.

On March 16 a meeting of the trustees of the college was held, at which appropriate resolutions were adopted. On the following day the funeral took place, many of the leading druggists being on hand to pay their respects to their old friend.

H. James Batdorf, of Sixteenth and Dauphin streets, Philadelphia, died recently from an attack of appendicitis.

Mrs. Anna C. Heinemann, wife of Martin Heinemann, who has conducted drug stores in Chicago for 18 years, died suddenly March 8. Mr. Heinemann's store is on Webster avenue.

Martin Werkmeister, of Chicago, who was 64 years old, died March 10. He had a store at Thirty-fifth and State streets. He went to Chicago in 1866.

Dr. P. H. Klesewetter, druggist, of Mayville, N. Y., died a few days ago, leaving the store in charge of Pharmacist M. E. Kyse, who will remain at least till the business is disposed of.

James L. Allen, aged 47, who had been a salesman for the Fuller & Fuller Company, Chicago, for several years, was found dead March 12 in his room at the Briggs House. He had been in ill health for several months and was a victim of heart disease.

Lucien Prentice Cheney, one of the best known among the old time druggists of Chicago, died March 16 at his home, 444 Dearborn avenue. Mr. Cheney came to Chicago in 1851 and a short while later entered the employ of J. H. Reed & Co., wholesale druggists. In 1881 he established a store at 237 North Clark street, where he remained until a year ago. He is survived by a widow and two sisters, Mrs. Charles M. Walworth and Mrs. Charles N. Holden.

Deaths in the Drug Trade.

BROWN.—In Alameda, Cal., on Thursday, March 5, Edwin Henry Brown, in the forty-fifth year of his age.

KAMPFMUELLER.—In Louisville, Ky., on Sunday, March 8, Dr. Ernest D. KampfmueLLer, in the sixty-sixth year of his age.

PALMER.—In Frenchtown, N. J., on Monday, March 9, Dr. C. Willis Palmer.

RICHARDS.—In Jersey City, N. J., on Saturday, March 7, Edward J. Richards, hospital steward of the Fourth Regiment, National Guard of New Jersey, in the forty-third year of his age.

SALLES.—In Philadelphia, Pa., on Tuesday, March 10, Albert L. Salles, in the thirty-fifth year of his age.

SCHURK.—In St. Louis, Mo., on Monday, March 9, Louis Schurk, in the forty-ninth year of his age.

SNOW.—In Syracuse, N. Y., on Friday, March 6, Orrin J. Snow, in the fifty-third year of his age.

SIDLEY.—In New York City, on Monday, March 16, John Sidley, in the seventieth year of his age.

STEM.—In Philadelphia, Pa., on Saturday, March 14, W. Nelson Stem, Registrar of the Philadelphia College of Pharmacy, in the fifty-fourth year of his age.

HOLLAND.—In Orange, Texas, on Friday, March 13, J. Fred. Holland, in the twenty-fourth year of his age.

SHENDELL.—In Hot Springs, Ark., on Saturday, March 7, E. E. Shendell.

GREATER NEW YORK.

McGovern & Lawler is the name of a new firm who have recently started in business at Auburn, N. Y.

C. A. Randale, formerly connected with Moon's Pharmacy, New Haven, is preparing to open a new store in New London.

The New York office of William R. Warner & Co., which has been located at 52 Maiden lane for several years past, will be removed on May 1 to 65 Fulton street.

C. O. Talcott, a well-known Glastonbury, Conn., druggist, spent a day or so in New York last week and did some spring purchasing.

Luther Hummell, of Saugerties, N. Y., visited the drug market last week, accompanied by his father, and called upon several of his friends in the trade.

L. E. Oxée has accepted the position of manager of the James E. Branigan Estate Pharmacy at Sixty-seventh street and Amsterdam avenue, where he succeeds Bernard Ettinger.

R. H. Lisberger, lately in the employ of Miller Brothers, Tenth avenue and Forty-eighth street, is now clerking with J. E. Reid at 252 Franklin avenue, Brooklyn.

Justin Keith, the Chicago representative of J. L. Hopkins & Co., drug importers, visited headquarters last week and was entertained at the Drub Club.

A recent welcome visitor to New York was Mr. Wilder, of Michaelis & Wilder, Galveston, Texas, who made numerous additions to his stock and renewed many old acquaintances among the trade.

W. D. Wheeler, who conducts a successful pharmacy at the corner of Boston and Massachusetts avenue, in Boston's Back Bay district, visited New York last week and called on the wholesale trade.

Schleffelin & Co., of New York City, were incorporated at Albany last week, to deal in pharmaceutical preparations. The capital is \$1,000,000 and the directors are William N. Clark, William S. Mersereau, William L. Brower, William J. Schleffelin, Henry Schleffelin Clark and Schuyler Schleffelin, of New York City.

It is announced that J. Henry Irving will retire from the firm of Schneider & Irving, wholesale and retail druggists, Troy, N. Y., on May 1. After that time the stockholders will consist of W. C. Macy, of New York, who succeeds Mr. Irving; Fred. Schneider, sr.; Fred. Schneider, jr., and Mrs. L. B. Burton.

Amos N. Knapp, who has been appointed assistant appraiser of merchandise of the port of New York, is a pharmacist, and will have charge of the drug division. Mr. Knapp lives in the Twenty-seventh Assembly District, and for a long time made his home at Oyster Bay. He has long been a warm friend of President Roosevelt, and was his military messenger when Mr. Roosevelt was Governor.

The pharmacy of J. W. Bruckmann, at 520 Bedford avenue, Brooklyn, was entered by burglars during the night of March

6, who carried off a large quantity of cigars, stamps and perfumery. The money drawer was opened, but Mr. Bruckmann has fortunately left only a few dollars in change there over night. The pharmacy is only two blocks distant from the Clymer Street Police Station.

Frederick Ayer, president of the J. C. Ayer Company, Lowell, Mass., who makes his home in New York, has made a gift of \$100,000 to the Lowell General Hospital, and will give \$5,000 additional toward the floating debt, with the proviso that this debt be immediately raised. Mr. Ayer on many previous occasions has contributed very generously to charitable institutions in Lowell.

There seems to be an unusual scarcity of desirable junior drug clerks in the vicinity of New York, and this is revealed by the character of some of the advertisements for clerks now appearing in the newspapers. Some advertisers extend the limit in which replies may be acted upon over five days, with a view of encouraging applicants from a distance. It seems that young men from Canada are being given the preference by local druggists, where vacancies exist.

John F. Haydon, formerly with W. H. Hull, New Haven, has become a Gothamite, and is now in business for himself on Broadway, Brooklyn. He has purchased the branch store of the Wicke Drug Company, 1189 Broadway, and is now in full possession. Mr. Haydon's name will be recalled by many readers of the AMERICAN DRUGGIST as the author of several practical and valuable papers on galenical pharmacy, and he will be a valuable acquisition to society membership hereabouts.

Col. John W. Lowe, of New Haven, Conn., widely known as the former treasurer of the National Association of Retail Druggists, was a recent visitor to the city. He announces that he has sold out his business in New Haven to Arthur B. Simpkins as agent for the Butler Drug Company, of New Haven. He has leased to Mr. Simpkins the store and fixtures under a five years' agreement. Colonel Lowe intends to seek recreation and recuperate himself in travel during the next few months.

Our Utica correspondent advises us that arrangements are going forward actively for the twenty-fifth annual meeting of the New York State Pharmaceutical Association, which is to be held in that city next June. The headquarters of the association will be at the Butterfield House, and the sittings of the convention will be held at the New Century Auditorium. At a meeting of the local druggists held at Howarth & Ballard's pharmacy on March 4, W. B. Bunker and J. G. Slauson were chosen president and secretary, respectively, of the local committee of arrangements.

The annual concert and ball of the New York Retail Druggists' Association took place in the Lexington Avenue Opera House, Terrace Garden, on Friday evening, March 20, and was attended by a large and representative gathering of druggists and their friends from all parts of the city, though the members of the trade doing business in the lower East Side districts were there in greatest force. As the AMERICAN DRUGGIST went to press before the ball had gotten well under way, fuller particulars of the affair, which was so highly creditable to the committee having the arrangements in charge, cannot be given in this issue, but are reserved for our next.

Dr. Benjamin T. Whitmore, who was formerly connected with the journal department of Parke, Davis & Co., has been indicted by the Grand Jury of the County of New York for attempted extortion. Whitmore was arrested, with Henry G. Wilson, a clerk in the Army Building, last November, charged with having extorted \$4,500 blackmail from the Waterfront Improvement Company, on the threat that they would have a loan to the company of Government tugs and dredges recalled. A trap was set, and the two alleged conspirators were caught with \$4,500 in marked money that had just been paid over to them. They asserted that they had been playing amateur detectives themselves, and were about to succeed in accomplishing what they had set out to do.

HIGHER EXCISE TAX FOR DRUGGISTS.

Senator Green has introduced into the Legislature a bill prepared by the State Excise Department for the increase of license fees for druggists, and the establishment of a graded system of drug store tax, from \$100 in cities of the first class down to \$10 in other parts of the State. In places of above 1,500,000 population the tax will be \$100; above 500,000, \$75; above 50,000, \$50; above 10,000, \$30; above \$5,000, \$20; above 1,200, \$15. In all other places, \$10.

THE MYSTERY OF A BLACK SKIRT.

"Will any member who knows of a person having found a

diamond and pearl pin, also a black skirt, at ball please communicate with F. Borggreve, 739 Sixth avenue, New York City."

The above formed part of the notification to members of the March meeting of the Alumni Association of the New York College of Pharmacy, as sent out by Secretary Geo. J. Dürr, and the members are now pestering the genial and accommodating chairman of the Floor Committee for particulars of the missing articles.

Dinner of the Kappa Psi of the N. Y. C. P.

The College of Pharmacy of the City of New York has two flourishing Greek letter societies, whose existence tends to encourage a fine fraternal feeling and college spirit among the undergraduates. The societies are known as the Phi Chi Fraternity and the Kappa Psi Fraternity, and the chapters operated are the Gamma chapters in each. The annual banquet of the Kappa Psi Fraternity took place at Reisenweber's, Fifty-eighth street and Eighth avenue, on Wednesday evening, March 18. The gathering was a delightful one, about 50 members and guests being present. Professors Rusby, Coblenz and Oehler were guests of the Fraternity and responded to toasts. Professor Oehler's talk was enjoyed in more ways than one, for it is he who sets the examination questions in organic chemistry, and those who listened to him attentively and could fathom his allusions will be correspondingly benefited when examination day comes around. Professor Oehler said he would endeavor to square himself with those students who had it "in for him" for any fancied severity he might have exercised, by giving them an inkling of the character of the examination questions. He then proceeded to say that some of his questions would be likely to put the candidates to sleep, while others might blow them up, and so on. The student who could not divine that chloroform was meant in the one case and nitro-glycerine in the other, would stand a poor show anyhow, but it is safe to say that the lucky ones who attended the dinner of the Kappa Psi Fraternity will at least pass high on some subjects, for there was not a dull student among them. The menu and toast list was a very ambitious effort, and showed remarkable good taste, being engraved and embossed in the Fraternity colors, blue, gold and red.

Preston W. Eldridge, jr., the grand alpha of the fraternity, presided as toastmaster, and discharged the pleasing functions of his position with marked success.

N. A. R. D. to Organize New York.

General Organizer Noel expects to leave Chicago March 16 with the purpose of meeting Dr. Hoffman in New York about the 25th of this month. Dr. Hoffman is to be the permanent organizer for this city and could not leave the work he has been doing in Boston until it is finished there. This accounts for the delay in starting the N. A. R. D. organization work in New York City. The demand for organizers is greatly in excess of the supply, and Dr. Hoffman has lacked assistants who could have enabled him to leave Boston earlier. Dr. Noel will visit several Eastern cities in the interest of the N. A. R. D. before reaching New York.

DRUG SECTION, BOARD OF TRADE.

Will Attend a Hearing on Bostwick Bill—Memorial Tribute to the Late A. B. Rogers.

At the regular meeting last Thursday of the Drug Trade Section of the Board of Trade and Transportation two new members were elected—namely, Rosengarten & Sons, of Philadelphia and New York, and the Chas. N. Crittenton Company, of this city. The recommendation was made to the full board that an associate out of town membership be formed.

Chairman Albert Plaut, who presided, called particular attention to the hearing, on March 25, at Albany on the Bostwick bill affecting druggists. He urged all druggists who could possibly do so to attend that hearing. Among the firms of this city that will be represented are Bruen, Ritchey & Co., Elmer & Amend, Farbenfabriken of Elberfeld Company, Fairchild Brothers & Foster, R. Hillier's Son Company, J. L. Hopkins & Co., Victor Hoechl & Co., Franklin H. Kalbfleisch Company, Lehn & Fink, Lanman & Kemp, Mallinckrodt Chemical Works, New York Quinine & Chemical Works, Chas. Pfizer & Co., Parke, Davis & Co., R. W. Robinson & Son, Schoellkopf, Hartford & Hanna Company, Stallman & Fulton Company, Sharp & Dohme, the Tarrant Company and Thurston & Braidich.

IN MEMORIAM—A B ROGERS.

John M. Peters presented the following memorial on the late Andrew B. Rogers, which was adopted by a rising vote:

With a profound sense of the loss which this association has sustained in the death of its valued member and former chairman, Andrew B. Rogers, the members of the Drug Trade Section of the New York Board of Trade and Transportation desire to place on record their appreciation of his worth as a man and of his integrity and progressiveness as a merchant, who for more than a quarter of a century had been actively identified with the interests represented in this organization.

Mr. Rogers was born in New York and during his entire life had made his home within the limits of this municipality. He entered business at an early age and constantly displayed that measure of intelligence, energy and faithfulness confided to him which commanded the respect and admiration of an extended circle of acquaintances throughout the commercial world. While constant in his attention to the business interests with which he was identified, he gave much time to public affairs and labored faithfully for the betterment of political conditions.

His life throughout was an exemplary model of good citizenship, and his death marks the untimely termination of a useful and promising career. His former associates in this board share in the grief of

KINGS COUNTY SOCIETY.

Angry over Dr. Robinson's Attack on Colleges and the Board of Pharmacy—Committee Appointed to Take Action—Spread of the National Formulary Propaganda—Report on Bills Affecting Pharmacy Now Before Legislature—Those who are Behind the Soda Water Bill.

One of the most enthusiastic meetings that the Kings County Pharmaceutical Society has held in a long while was the regular monthly session at the Brooklyn College of Pharmacy on Tuesday, March 10. Routine business was disposed of in regular legislative style, and the proceedings were enlivened by several able speeches in which considerable feeling



Drawn expressly for the AMERICAN DRUGGIST by Leon Barritt.

THE PLIGHT OF THE NEW YORK DRUGGIST.

those to whom he was more closely related, and tender to them this assurance of their fullest sympathy in the bereavement which his death has wrought.

Society of Chemical Industry to Meet in New York in 1904.

The Society of Chemical Industry, which, as most of our readers are aware, is a British institution, with headquarters in London, will hold its 1904 annual meeting in New York City, under the proposed presidency of Sir William Ramsey, the eminent chemist and physicist. A special committee has been appointed by the chairman of the New York section to arrange the details of the meeting, which will be held in the summer of 1904. After disposing of the business of the society, the intention is to take the foreign visitors on a tour through the country, stopping at Philadelphia, Washington, Pittsburgh, Chicago, Buffalo (Niagara), the objective point being the St. Louis Exhibition. It is expected that some 150 of the most prominent men connected with the chemical industries of Great Britain will attend this meeting, which is the first in the history of the society to be held in the United States, and at which it will elect an American president for the ensuing year.

was shown, and the speakers demonstrated that they were no mean orators. This was particularly true when an opportunity presented itself to bring up the attack made by Dr. W. J. Robinson on the two local Colleges of Pharmacy and the Board of Pharmacy in a letter to the editor of the New York Times. The author of that letter as well as the charges he made in it were handled without gloves, and point after point was brought out in refutation of Dr. Robinson's assertions. A more complete account of these arguments and the feeling aroused among pharmacists by these periodic attacks is given in another column. Among those who spoke in reply to Dr. Robinson's attack were William Muir, William C. Anderson, Dr. Droge, William F. Reading, and Adrian Paradis. After the discussion a committee of three members of the faculty of the Brooklyn College of Pharmacy was appointed, with power, to confer with the faculty of the New York College, and to reply to Dr. Robinson's article if deemed advisable or necessary. Some members thought it beneath the dignity of these institutions to enter into any controversy with one who, with seeming maliciousness, had twisted things and betrayed a woeful lack of knowledge not only of facts, but of the purposes, plans and policy of the colleges of pharmacy. Others, however, felt that since the public had been so misled in the matter it was necessary to present the facts in their true light.

WESTERN NEW YORK.

Price Cutting Begun Again—Thirty-Nine Candidates for Examination—The Legislative Outlook.

(From our Regular Correspondent.)

Buffalo, March 18.—Buffalo retail druggists are a trifle divided as to the condition of business. There is a pretty good volume of it, as is commonly the case at this time of the year, and stores with a large prescription trade are doing well, but there is a feeling against the growing reduction in the price obtained for proprietary medicines. It appears that the effort to hold up the prices of such articles has gone to pieces for the most part. Some of the larger retailers, who have a wholesale attachment, have redoubled their efforts to stir up the low-price idea by increasing their advertising, till it is hard to obtain a fair price for anything. It is odd that the manufacturers of these preparations permit the transactions, for the very dealers who are advertising the standard articles at such low prices never sell any of them if they can induce the customer to buy a substitute that they always have ready and which is "just as good." A retailer said a day or two ago that most of these regular preparations were selling at cost. As he has not been making such reports very long it means something now.

There is a war in the Buffalo drug trade over spring medicines. So much cutting had been done by the department stores, after the fashion of last spring, that the Erie County Pharmaceutical Association issued a circular to all its members, meeting the prices that had been made by the big stores. It is probable that the war thus precipitated will continue for some time if not indefinitely. Last year the retail druggists tried to hold off and for the most part succeeded, but the cutting seems to have begun earlier, and become more general than it was then, so it was made general.

LEGISLATIVE MATTERS.

President Stoddart, of the State Pharmaceutical Association, is preparing to make a straight fight against the bills in the Legislature relating to pharmacy, as he considers them all harmful to the trade. To that end the entire Legislative Committee of the association will meet in Albany on March 27 to formulate a plan of attack. Hearings will be asked for, and no effort will be spared to kill the whole of them. As to the excise legislation no decision has been reached. The drug trade of Buffalo and doubtless of the State has been advised by its local members to stay out of the question entirely, as there would be danger of making matters worse for the trade than they would be otherwise. Still President Stoddart is not satisfied with doing nothing. He will consult with the Commissioner of Excise, and it may turn out that something can be devised that will save the druggists from the increased expense that now threatens the liquor trade direct.

THE WESTERN BRANCH OF THE NEW YORK STATE BOARD OF PHARMACY

is pretty tranquil these days, the district apparently containing very few lawbreakers, or other matters that call for special attention. The would-be pharmacist is numerous, though, as there are 39 candidates for examination at the March meeting of the board, of which 21 are applicants for pharmacy licenses. Having reduced the severity of the examinations considerably the proportion of rejections is now much less than it was at one time.

POISONED BY SAMPLES.

Buffalo is again stirred up by the recurrence of cases of small children being poisoned by samples of pills left at the door of residences. A child lately died from that cause, and the city authorities have promised to prosecute the guilty distributors, though it does not appear that anything has been done as yet.

BUFFALO NEWS.

F. A. Darrin, a well-known Buffalo druggist, who severed his connection with the store of H. P. Hayes in Buffalo lately, giving up also his partnership in the Druggists' Buying Company, is preparing to buy another store further north on Main street.

Charles W. Snow, of the Syracuse wholesale firm bearing his name, was in Buffalo the other day, and during his stop stated that he had been informed of the probable establishment in his city soon of a cut-rate drug store by the Hall & Lyon Drug Company, of Providence. So far nothing had been done to meet it.

Oscar C. Kleine, president of the society, presided, and Secretary Frederic P. Tuthill recorded. Four new members were elected: A. J. Huether, Jr., 229 Devoe street; Alfred C. Mangold, 264 Withers street; Albert C. Rave, Hicksville, L. I., and Jos. J. Huether, 229 Devoe street. Applications for membership were received from Zaranken A. Morris, 111 Varet street; Max Gluckman, 390 Bushwick avenue; Theo. Diehl, 644 Bedford avenue, and Harry A. Slutzien, 793 Bedford avenue.

After Treasurer Ray made his report Chairman Wischert, of the Committee on Trade Interests, reported on the progress of the work in preparing National Formulary preparations. The samples decided upon by the committee were ready for exhibition, he said, before the medical societies and would soon be distributed. The preparations will soon be placed in about ten drug stores in different localities and exhibited. They will be left there about two weeks, during which time the druggist will call the attention of physicians to them, and will give out Epitomes of the National Formulary. Later the samples will be placed in ten other stores, and so on until the entire membership of the society has had them. A. E. Turner, a prominent pharmacist of Hunter's Point, came over to attend the meeting for the express purpose of telling how this work was being favorably received and welcomed by physicians in his section.

Dr. John F. Golding, in an eloquent speech, turned over \$50 collected from others than druggists to meet expenses of making some changes or additions in his department of the new college, some of the contributions being from members of the college classes. The expense exceeded that amount, and he promised to raise the balance, or even more if necessary.

William Muir, as chairman of the Legislative Committee, reported on pharmacy bills pending in the State Legislature. The Marshall bill, to free the society from taxes, was before the Committee on Taxation, and would in all probability be reported favorably. He said that John Mathews and Inspector Murray, of the Bureau of Combustibles, were behind the so-called Soda Water bill. The bill seeks to repeal the identical legislation enacted last year; Mr. Muir didn't think, however, that Governor Odell, who signed that act, would now reverse himself. It was popular to jump on the druggist, and this was one of the reasons for the introduction of the Bostwick bill, at the instance of the Society of Medical Jurisprudence. The bill, he said, showed little acquaintance with the drug business on the part of its author. He had had a conference with Mr. Bostwick, and advanced reasons why the bill should be killed. Mr. Bostwick said that if such an argument were made before the committee and he were a member of that committee, the bill would not be reported.

Secretary Tuthill said that the whole inspection system of the Bureau of Combustibles or Fire Department, relative to benzine, was a farce, and something should be done in the interest of pharmacists. He told of flagrant violations of the existing regulations, and also of discrimination against druggists. Others present expressed similar views. A good deal was brought out about fake substitutes for benzine, showing how pharmacists, it was claimed, have been fooled in this matter. The Trade Committee was authorized to work in conjunction with other organizations and wait on Inspector Murray to ascertain the druggists' status in the matter. A paper prepared by Otto Raubenheimer, and making some sensational exposures relative to alleged substitutes for benzine, was read by Secretary Tuthill, and is printed in full on another page.

Banquet of the Kingston Drug Club.

The Kingston, N. Y., Drug Club held its third annual meeting and banquet at the Mansion House, Kingston, on Tuesday evening, March 10. Nearly all the pharmacies in Kingston were represented either by the proprietors or their assistants, covers being laid for 50. After enjoying a good dinner, the banqueters listened to some witty speeches. Charles C. Ten Broeck, president of the club, fulfilled the onerous duties of toastmaster with the utmost credit to himself and the satisfaction of the guests. The speakers included S. R. Shear, Superintendent of Schools, who spoke on Reform; the Rev. H. W. Sherwood, who responded to the toast, The Internal Improvement; Councillor John W. Searing made an interesting address on The Lawyer and the Druggist. The History of Pharmacy was the topic assigned to John Elting, while the witty and versatile L. E. Treat, of Red Cross fame, enlivened the occasion with one of his unique impromptu addresses. John B. Alliger also spoke. The officers of the club are Charles C. Ten Broeck, president; William M. Cooper, secretary, and John F. Burns, treasurer.

Clerk changes in Buffalo: A. W. Wagner has engaged with Dr. Gregory; P. Watson, for some time with H. A. Sloan, has retired on account of poor health. Charles Vandenberg has taken his place. H. E. Cuthbertson has engaged with H. P. Hayes at the Main street store.

MASSACHUSETTS.

Opposing the State Manufacture of Antitoxin—Opponents of Compulsory Vaccination Before Legislature—Plans of N. A. R. D. Organizers—Women's Club of M. C. P. Meets.

(From our Regular Correspondent.)

Boston, March 18.—On March 11 the Public Health Committee gave a hearing to the opponents of the idea that the State Board of Agriculture or the State Board of Health should manufacture antitoxin or vaccine virus. Dr. Martin, W. C. Durkee, Ph.G., and W. W. Bartlet, Ph.G., all of Boston, argued against any change, stating that the lymph could just as well be furnished by druggists. Mr. Durkee thought that if either board was to carry out the work, the preference should be given the Board of Health, and that, in that event, they should be allowed a large appropriation.

There have been three or four of these hearings, and they were exciting affairs. W. W. Bartlet, Ph.G., taking a prominent part before the committee. Mr. Bartlet recently went to Philadelphia and investigated the plant in that city, where these agents are prepared. He returned to Boston and visited the Bussey Farm, where these products are made by the State Board of Health. He employed the deadly parallel when dealing with these two plants, and the verdict of comparison was in favor of Philadelphia, as he found some of the conditions at the Bussey Farm plant intolerable. This project is also being opposed, upon the ground of constitutionality, it being held that it is illegal for the State to engage in a business of this kind.

The combined Committees of Health and Agriculture recently gave leave to withdraw on a petition for a department of the State Board of Health for food and drug inspection.

The Committee on Judiciary recently considered the petition providing that no person shall inject into the body of another person any poison or poisonous substance without the consent of the person operated upon. This was aimed at compulsory vaccination. A few enthusiasts, who are opposed to the present law, spoke in favor of the bill. It is not likely to receive favorable consideration.

A DRUGGIST LICENSE FOR DUXBURY.

This is the time of year when the druggists become interested in the sixth class license question. The movement seems to have started down in Duxbury, where the selectmen have been considering the proposition. They have just found that the law requires that a druggist's license should be issued, provided an application is made, for one in a town the size of Duxbury, and so it seems certain that this town is to have a sixth class license, for Nelson & Stetson will, in the proper time, apply for the privilege.

PLANS OF N. A. R. D. ORGANIZERS.

Dr. Noell, chief organizer of the N. A. R. D., is soon expected in Boston. He will remain here from the 21st to the 25th, and then, with Dr. Hoffmann, will proceed to New York, where Dr. Hoffmann will be located permanently. In his absence Mr. Stamm will have charge of the Bay State work.

The druggists of Providence, R. I., were recently organized by Mr. Singer. A schedule has been adopted, and is already in operation. Officers were elected as follows: President, Herbert Haynes; vice-president, M. W. Collins; secretary, R. M. Soper; treasurer, A. P. Sanborn. Executive Board: S. W. Himes, J. D. Sutherland, E. F. Luther, G. A. Payne and A. E. Remington. Mr. Singer is now at work in Pawtucket, and after organizing the druggists of that city he will return to Boston.

PRICE SCHEDULE OPERATIVE MARCH 23.

The presidents and secretaries of the different auxiliaries held a meeting in Boston on March 16, and decided to put the schedule in operation in all of the auxiliary districts on March 23. A permanent organization was formed, with Henry Canning as president and John J. Tobin, secretary of the South Boston organization, as secretary and treasurer. After a discussion of the N. A. R. D. direct contract plan a resolution was adopted indorsing it.

A meeting of Auxiliary No. 2 was held at the M. C. P. Building recently. President Wheeler occupied the chair, and a schedule was outlined and adopted.

THE WOMAN'S CLUB OF THE M. C. P.

tendered a reception to the faculty and trustees on the evening of March 4. There was a large attendance; and the affair was much enjoyed by those present. Music was furnished. Games of different kinds were played, and as a result of the

contests prizes were awarded as follows: First prize for women, Mrs. Piper; first prize for men, Dr. Baird; booby prizes were awarded to Mrs. Brackett and Professor Scoville. The event wound up with a collation.

PENNSYLVANIA.

Organization Work in Philadelphia—Price Schedule to Go Into Effect on April 1—Legislation in Pennsylvania—The Formula Bill Favorably Reported.

(From our Regular Correspondent.)

Philadelphia, March 18.—The work or organizing the Philadelphia retail drug trade into districts is about completed. For several weeks J. F. Kelser, an organizer of the N. R. D. A., has been in this city mapping out plans by which more good can be accomplished by the local organization. The local association has been divided up into 14 sections. Each section has a chairman and secretary. These officers are to hold monthly conferences, and a report of what takes place is to be made to the local association at its regular monthly meeting. Mr. Kelser has been for the last month assisted by Mr. Campbell. The work has so far progressed that the new schedule of prices is to be issued in a few days, and it is said is to be put into effect by April 1. The changes for the present will be comparatively light. For instance, 10-cent goods that have been selling for 5 cents will be advanced to the original price, and 25-cent goods to 20 cents. The latter goods have been bringing from 15 to 18 cents. This is considered a stepping stone, and it is believed it will lead to the general betterment of the retail drug trade. The local association now boasts of 550 members. There are between 800 and 900 proprietors of drug stores in this city and about 1,200 drug stores. Many who are not members of the association are doctors. George B. Evans, the king of progressive druggists, is going to abide by the new schedule, and it is likely that Mr. Loder will do likewise, although he has not agreed to do so.

The Legislation Committee of the Philadelphia Retail Drug Association has had its hands full, and they have found out that it is not wise to put faith in promises given by politicians. The Salus bill, which, if it became a law, would compel the druggists to go out of business, was reported back to the House with a negative recommendation, but a few days afterward, a Senator, who is a doctor, introduced the bill into the Upper House. It was referred to a committee, but, strange to relate, the chairman of that committee, just as was the case in the Lower House, was a druggist, and opposed to the bill.

All bills that are introduced in the Legislature are being carefully watched. On March 11, M. N. Kline, representing the Philadelphia Drug Exchange; Mr. Potts, the Philadelphia Retail Drug Association; W. L. Cliffe and Mr. Redsecker, of Lebanon, the State Pharmaceutical Association, appeared before the Legislative Committee to protest against the passage of the Mayne bill, which requires the printing of all formulas on all packages. Somehow, this committee did not use the right kind of persuasion, for on the next day the committee reported the bill back favorably. It is now numbered 400 on the calendar, and is likely to come up for another reading at any moment. All hope, however, is not lost, and it is believed the bill will be killed.

The following table shows the standing of the members of the Druggists' Bowling Club up to February 20, as compiled by the officials of the club:

Average Games.			Average Games.		
1. Smith	175 18-24	24	28. Nixon	149 6-21	21
2. Mooney	174 20-24	21	29. Harling	148 14-20	20
3. Silvey	170 8-24	24	30. Kline	148 1-4	4
4. Wright	168 24-27	27	31. McCorkle	146 24-25	25
5. Lackman	167	15	32. Paulus	146 6-24	24
6. Elston	166	21	33. McLoon	145 16-21	21
7. R. G. Smith.	164 5-9	9	34. Rosenberger	143 10-15	15
8. B. S. Thorpe.	163 11-21	21	35. Durell	143 4-9	9
9. Wells	163 5-27	27	36. Lee	143 4-27	27
10. Carter	163 2-24	24	37. Swisher	142	3
11. Duffy	162 16-24	24	38. Pettibone	141 11-15	15
12. Taylor	161 1-9	9	39. Robertson	139 8-9	9
13. High	160 4-6	6	40. Hunter	139 7-21	21
14. Lloyd	159 16-24	24	41. King	138 21-24	24
15. E. S. Thorpe	157 3-18	18	42. Nicholson	136 4-15	15
16. Hickman	156 10-18	18	43. Haines	134 2-3	3
17. Glassey	155 10-27	27	44. Parks	134	15
18. Garrigues	155 1-3	3	45. Bender	133 9-15	15
19. Buchanan	154 18-27	27	46. Evans	132	3
20. Belsterling	154 2-21	21	47. Smith	128 2-3	3
21. Herron	152 9-27	27	48. Bransome	128 5-13	13
22. Eby	151 24-27	27	49. Wynkoop	126	3
23. Graffy	151 11-23	23	50. Benkhardt	124 2-3	3
24. Godshall	151 1-3	3	51. Cloud	122	3
25. T. I. Smith.	150 5-21	21	52. Trittle	119	3
26. Donnell	149 22-24	24	53. Willis	116 1-3	3
27. Mitchell	149 12-15	15	54. J. Lloyd	103	3

PHILADELPHIA NEWS ITEMS.

John W. Langham has opened a new store at Cambria street and Kensington avenue.

The Union Drug Company have opened their new store at Thirty-third and Spring Garden streets.

Barrett Bros., now at Sixth and Berkley streets, have opened a new store on South Broadway, Camden.

M. N. Kline has been elected president of the Smith, Kline & French Company, to succeed the late M. N. Smith.

Alfred G. Burk, manager of the Broad Street Station Pharmacy, has bought a large supply of Easter novelties.

A. L. Wolcott, who so ably represents the Welch Grape Juice Company, is now in Washington hustling for his firm.

J. D. McFerrin, the resident agent for Stallman & Fulton, has just returned from a visit to New York to the home office.

L. H. Wilson, who conducts a drug store at Fourth and Linden streets, Camden, has opened a new store at Swedesboro, N. J.

George J. Pechin's store on Second street, above Market, Camden, is one of the most attractive and up to date stores in that city.

The Kay Drug Company will have to vacate their premises at the corner of Eleventh and Arch streets, as the building will be used for other purposes.

There is a scarcity of drug clerks in this city. The druggists are complaining and, notwithstanding good offers have been made, very few clerks can be secured.

Harry B. French, of Smith, Kline & French Company, as president of the Municipal League is kept busy trying to keep the politicians of this city in the straight and narrow path.

Walter B. Crawford, jr., who graduated in 1889 from the Philadelphia College of Pharmacy, died on March 11, at Fayetteville, Pa. He caught cold, which developed into pneumonia.

Walter F. Ware is in Europe buying machinery for his elastic goods. He is also taking in the sights and getting the foreigners acquainted with his goods. He has secured several large orders.

Robert McNeill, Front and York streets, celebrated the twenty-fourth anniversary of his store on March 17. He and St. Patrick are on good terms, and he had no trouble in putting his guests on the same footing.

H. J. Battdorf, financial secretary of the P. R. D. A., died recently from an attack of typhoid fever. At the last meeting of the association, C. W. Shull, of 326 East Girard avenue, was chosen to succeed him.

C. F. Muir, formerly manager of Young's pharmacy, at Wissahickon, is now managing the branch store of S. D. Crawford at Germantown avenue and Manheim streets. Mr. Muir is one of the most progressive druggists in the city.

Charles W. Rynard, who last month purchased the drug store of William B. Steinmetz at Sixteenth and Norris streets, has disposed of it to D. Pickett, who lately was manager of Baer & Snyder's drug store at Seventeenth and Rittner streets.

The Drug Club has again been laid on the table. This time it was agitated by different parties, but the result was the same. At one time it was thought it would be a go, but the druggists, wholesale and retail, of this city, are too domesticated for club life. They like their meals as "mother used to cook them."

Charles M. Edwards, who travels for Gilpin, Langdon & Co., of Baltimore, has for years made Philadelphia his home, but he has decided to move to New York City. This will come as a shock to Mr. Edwards' friends in this city, for he has a host of them, and they will regret to learn that New York is going to rob us of one of the best fellows that ever lived.

The meeting and banquet of the Philadelphia Drug Company occurred on the 24th and was one of the most pleasant events that has occurred in the history of the company. Good stories were told and good fellowship prevailed. The president's address was listened to attentively, and his report was certainly most gratifying to the partners.

William B. Burk, who is now in Europe on pleasure bent, writes home that he is having a royal time. He is now in Constantinople, and says that that city is one of the most interesting places in the world. Mr. Burk has been in Europe many times before, but all previous trips have been solely for business.

OHIO.

Druggists Will Not Accept Telephone Terms—Trouble With a Department Store—A Candidate for a Judgeship.

(From our Regular Correspondent.)

Cincinnati, March 18.—The Committee of Five representing the Ohio Valley Druggists' Association did not hold a final conference with the City Suburban & Telephone Company March 13, as intended, because of the fact that two of the members of the committee were seriously ill and were unable to attend the meeting. It has now been arranged to hold a conference as soon as possible, and a definite result is almost a certainty. The druggists, as a whole, have determined not to accept the new contract of the Telephone Company. If the Telephone Company does not accede to the requests of the Druggists' Association local drug stores will be thrown open to the independent companies, which are seeking a foothold in the city and have applied for franchises. If this plan is not successful, the druggists have determined to stand together as a unit, and they propose to try the experiment of doing without telephones entirely. It is expected that either move, if acted upon, will seriously cripple the telephone company's service. The last of the old contracts expires on May 1, and some decision must be reached at once. The new contracts which the telephone company are trying to enforce provide that the company install telephones free of charge to the druggists and take all the receipts. The only concession to the druggist is that he is permitted to take 10 per cent. of all receipts over \$5 per month, but he is given no free calls under any circumstances.

A CUT RATE WAR THREATENED.

The Fair, one of the largest retail general stores in Cincinnati, with connections in New York and Chicago, has enlarged its drug department, and following the enlargement has announced a reduction of from 33 1-3 to 50 per cent. on several lines of standard patent and proprietary medicines. The advertised prices are so far below the manufacturers' selling cost, that local druggists are seriously perturbed. Periodically, the Fair announces reductions in drug prices, but the prices published in the new schedule are lower than ever, and even lower than the prices of the local cut-rate dealers. It is expected that an interesting price war will result among the cutters from the Fair reductions.

MR. FREERICKS A CANDIDATE.

Cincinnati druggists are greatly interested in the present municipal campaign because of the fact that Frank H. Freericks, the nominee on the Citizens' ticket for Police Court Judge, is the attorney for and one of the prime movers in the Ohio Valley Druggists' Association. Mr. Freericks is making a vigorous campaign, assisted by scores of his friends in the drug trade, and there is every prospect that he will be successful. He has had an interesting career, having graduated with high honors from the Cincinnati College of Pharmacy in 1891. He opened a drug store at the corner of Gilbert avenue and Morris street. A year later he closed his first store and opened a new one in a better location at Grand and Nassau streets. In 1898 he disposed of this store and commenced the study of law, being admitted to the bar in 1901. He has been president of the Alumni Association of the College of Pharmacy and was secretary and instructor in the chemical laboratory. He was one of the founders of the Academy of Pharmacy, and when the Academy was merged into the Ohio Valley Druggists' Association he became the legal adviser of the last named association.

CINCINNATI NEWS NOTES.

The Ohio State Board of Pharmacy meets in Columbus May 12.

Capt. Samuel J. Hale, of the Hale & Justice Wholesale Drug Company, is convalescent after an illness of three months.

Dr. Adolphe Leue, who has just recovered from a recent severe illness, has resumed his labors as Professor of Botany in the Cincinnati College of Pharmacy, and will, as soon as the weather permits, begin his weekly botanical excursions with the students of the college.

The Cincinnati branch of the K1-K1 Medical Company, of New York, will remove from their location on Walnut street, above Sixth, to a four-story building at 218 East Second street in the business district. Their new quarters are more commodious and better adapted for their business purposes.

ILLINOIS.

Proposed Changes in Pharmacy Laws—Stores Should Be Registered Annually—Too Much Time Spent on Examinations—Hold the Manager Responsible.

(From our Regular Correspondent.)

Chicago, March 16.—The proposal to change the pharmacy law of Illinois is attracting a great deal of attention among the more thoughtful druggists. Governor Yates, in his recent message, recommended that the expense of supporting the Board of Pharmacy should either be greatly reduced, or that the burden borne by druggists should be done away with. He believes that the board should be supported by the State. The Legislative Committee of the Illinois Pharmaceutical Association has been instructed to do what it can toward securing an amendment to the present law, providing that the State shall bear the expense instead of the druggist. The idea is that when a druggist is registered he ought not to be compelled to pay anything more.

REREGISTRATION DISCUSSED.

The matter is being agitated a great deal. One element holds that if the renewal fee is done away with the law will ultimately become a dead letter, as a certificate once issued will be lost track of. One veteran druggist, who is in the lead in almost all reforms, and who has the interests of the trade at heart, says that if the law is changed it ought to be changed in a practical manner. He holds that the store and not the druggist ought to be registered. In that way, he believes, the State Board could easily retain control and slipshod practices would be done away with. He asserts that we ought to profit by the experience of European countries. His argument, in substance, is as follows:

HOW THEY MANAGE IN EUROPE.

"The expense of carrying out the pharmacy laws in the older European countries is borne by the State, but the laws of these countries are not like ours. They do not try there to regulate and control everything and everybody connected with pharmacy. There the supervision of the State is simply over the store, and its proprietor or manager. This man (the proprietor or manager) looks after the personnel of his employees, because he personally is responsible to the public for any and all acts of his servants.

"Therefore, the supervision over the pharmacy is not so intricate as in this country, where the laws are so framed, especially in Illinois, that the State must look after the apprentice, the assistant and the registered clerk, as well as the proprietor or manager of the store. To apply the argument to Illinois, the State instead of looking after 3,000 drug stores and their proprietors, attempts to keep its official eye on 10,000 to 12,000 who are connected with the business.

"It becomes, therefore, obvious that with such a large territory to look after and with a deficiency of funds the attempt becomes like many others we undertake by way of regulation—a mere excuse. The real practical feature of the law is the renewal of registration. The amount involved is not so great that there should be any real objection made by those who are so renewed each year, because if the fee is done away with the efficiency of the law will be greatly impaired.

"To ask the people to defray this expense does not seem a just demand, because looking after the personnel of employees in drug stores does not really concern the public. If on the other hand the time and services of the board were devoted to carrying out the law, as far as it pertains to the store and the proprietor or manager, the unprofessional features that often exist would soon be done away with. The board could be employed visiting stores and seeing that the merchandise is kept up to required standards. The sale of liquors and poisons could be regulated, and for this the people should bear the expense.

THE STORE AND NOT THE INDIVIDUAL SHOULD BE REGISTERED

"The personnel of the employees in drug stores is usually ephemeral and ever changing. A man is here one day and possibly in another State to-morrow, while the store and its proprietor, or manager, are of a more stable character. If our present laws are to be changed it would be a step in advance to so modify them that the only regulation should be over the store and its contents—the drugs, medicines and poisons—and the proprietor or the responsible manager. To this manager should be delegated the duty of providing the necessary competent help that carries on the business.

"The pendulum has swung too far, to an extreme point, in the regulation of pharmacy in this country. We ought to be

willing to learn from older countries the necessity for looking after and regulating the general standing of the store and the quality of the drugs and medicines.

"The supervision ought to be over the efficiency and qualifications of the man who has charge, and who either owns or manages this merchandise.

"This man is responsible to the public and the law, or he should be, for his conduct and the quality of his merchandise, and he should be allowed to choose the men under his supervision, and to be the judge of their qualifications as they represent him in the transaction of his business. This would lessen the field of the board's work and would be less expensive; it could also be done thoroughly. The people who are the ones who would be benefited by such regulation should be willing to meet the expense.

TOO MUCH TIME ON EXAMINATIONS.

"At present the time of the Illinois Board is taken up with examinations, where they consider the qualifications of from 100 to 200 applicants. Then there are the few prosecutions. The members are doing all in their power, but if they examined only those who are proprietors or managers, there would be only ten to examine where there are now hundreds. Why wouldn't it be more practical to fashion the law so that it would be simple in its operation and capable of being carried out? The old law has never been carried out. We are trying to do too much. It is physically impossible for five men to do the work now required."

COMMITTEES OF THE STATE BOARD.

The following committees of the Illinois State Board of Pharmacy have been named for the ensuing year: Complaints and Prosecutions: W. Bodemann, chairman; W. A. Dyche, M. C. Metzger. Finance: W. A. Dyche, chairman; B. Schwartz, jr., J. F. Shreve. Registration: B. Schwartz, jr., chairman; W. A. Dyche, J. F. Shreve. Examinations: J. F. Shreve, chairman; B. Schwartz, jr., M. C. Metzger.

JURY DISAGREE IN THE PHARMACY INSPECTOR TRIAL.

After six hours' deliberation the jury in Judge Brentano's court, which heard the charge against Louis L. Chaffee, disagreed. Chaffee was charged with embezzling \$1,150 belonging to the State Board of Pharmacy.

CHICAGO ITEMS.

Fred. Haeger has purchased the pharmacy of Sagar & Lyon at 92 State street.

The Murbach Drug Company, Chicago, are a recent incorporation. The capital is \$2,500, and patent medicines will be manufactured. The incorporators are John E. Murbach, Charles I. Climer and Edna B. Murbach.

While L. M. Lovett was waiting on a customer in his store at 200 Lake street, March 8, a negro forced open the cash register and escaped with \$15. He was pursued by a number of citizens.

WESTERN NEWS NOTES.

May & Parker, at Independence, Iowa, have been succeeded by J. A. May.

N. M. Biddle, of Wilmington, Ill., has sold out to C. K. Charlton.

Ben Porter has disposed of his store at Logansport Ind., to C. R. Beard.

George Crater, druggist, was among those burned out by the destruction of the Evans Block, at Denver, March 12.

The S. D. Confer Medical Company, with a capital of \$12,000, have been incorporated. They will do business at Orangeville, Ill.

W. W. Morgan, of Albion, Mich., will represent Morrison, Plummer & Co. in the Upper Peninsula and Northern Wisconsin.

Allen W. West, of Hammond, Ill., together with his wife and infant son, were thrown into convulsions on the evening of February 28. They said they had taken quinine capsules, and the attending physician declared their symptoms resembled those of strychnine poisoning. West declared that he bought the capsules in a nearby drug store.

W. E. Golden's store at Austin has become the headquarters for citizens interested in reforms. There have been many lively debates there, but the liveliest of all took place March 11, when Attorney Clayton E. Crafts, a well-known politician, called Alderman Frank L. Race a liar. Race sprang at Crafts, but Mr. Golden got between them and prevented further trouble. The meeting at which the clash took place then adjourned.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, March 21, 1903.

JOBBERs who have been interviewed the past week on the trade situation express themselves as satisfied with the present outlook, and it is evident that a large volume of business is being transacted—much larger, in fact, and steadier than is usual at this season; and if the record is maintained to the close of the month, the average for corresponding periods of previous years will likely be exceeded. Codliver oil has mounted steadily upward since our last, and prices have now reached almost a prohibitive figure, there being scarcely anything obtainable under \$100.00 a barrel. The demand has practically ceased in consequence of the extreme views of holders, which it is not expected will be maintained long. No new developments are reported in the markets for quinine and opium, which are in moderately active demand and firm. Citric and tartaric acids are higher, as are also the respective salts of these acids. Salicylic acid has been reduced in price, and the salicylates are correspondingly lower. In essential oils peppermint is unsettled and easier, and artificial wintergreen is lower; citronella also marks a fractional decline. Silver nitrate has been advanced by the manufacturers and the refiners of camphor ask an advance in consequence of dearer prices for crude. Bismuth preparations have advanced materially, owing to the increased cost of the metal, and the revised prices are noted below. Prices as a rule are well maintained and the general tone of the market is firm.

HIGHER.

Codliver oil,
Camphor,
Silver nitrate,
Citric acid,
Tartaric acid,
Bismuth preparations,
Chrome alum,
Japan wax,
Buchu leaves, long,
Citrate salts.

LOWER.

Salicylic acid,
Cocaine,
Buchu leaves, short,
Wintergreen oil, artificial,
Peppermint oil,
Haarlem oil,
American saffron,
Chloral hydrate,
Cube berries,
Ipecac root, Rio,
Cassia oil,
Citronella oil,
Canary seed,
Prickly ash berries,
Sodium salicylate.

DRUGS.

Alcohol has not changed during the interval from \$2.43 to \$2.45, less the usual rebate, though rumors are current of quiet shading in some quarters, a cut of 2c to 3c a gallon being made to large buyers.

Balsam copaiba is selling fairly in small lots, and quotations are steadily maintained at the range of 37½c to 40c for Central American, and 45c to 50c for Para.

Balsam Peru is less actively inquired for, and the market has an easy appearance, though prices are nominally unchanged, current transactions being at \$1.05 to \$1.10.

Balsam tolu is taken rather sparingly by the trade, and the market has a tame appearance, with jobbers quoting 28c to 30c, as to quantity.

Bismuth preparations have been advanced by the manufacturers to meet an advance in the price of the metal. The revised range makes the quotation on subnitrate, \$2.00 to \$2.05;

subcarbonate, \$2.25 to \$2.30; subgallate, \$2.15 to \$2.20; ammon. citrate, \$2.35 to \$2.40; salicylate, 40 per cent., \$2.15; 64 per cent., \$2.40; oxychloride, \$2.25 to \$2.30.

Buchu leaves, long, are almost out of market, and for the limited supply available \$1.50 is named; short are quiet, and holders seem more anxious to secure bids, especially in view of recent arrivals of new crop leaf for which jobbers are quoting 23c to 25c, a decline of 5c from previous prices.

Cascara sagrada bark continues in firm position, and we hear of several large sales at 13c, and the outlook is considered favorable to higher prices, weather conditions in the interior being calculated to interfere with the collection of the new crop.

Calendula flowers are easier, and quotations for the better grades have been reduced to 20c to 22c, as to quality.

Chloral hydrate shows the influence of competition among holders in irregular quotations, and sales of crystals are reported at 85c, and crusts at 80c.

Cocaine is irregular and unsettled, owing to competition. One manufacturer has reduced the range for hydrochloride to \$3.50 per oz. for bulk in 25-oz. lots, a decline of 75c per oz., notwithstanding the fact that prices for the leaf are advancing in primary markets.

Codliver oil has advanced to the extreme range of \$100.00, and dealers offer sparingly at this figure and only to regular customers. Of course, many present holders of the oil who laid in their supplies when prices were one-half what they are now are inclined to be easy with old customers; an appeal for a closer inside quotation by such favored ones is seldom unheeded, so that we hear of sales in some quarters at \$95.00 and even a dollar or two under this figure. It is believed that high prices will prevail for some time to come, as the supply of old oil will probably be exhausted before the new season oil comes to hand. As the cables from Norway indicate that so far the cod fishing season has been a failure, the position of the article is very encouraging to holders.

Cube berries are very slow of sale, and holders are quoting at a reduction of 8c to 9c for whole and 11c to 14c for powdered, as to quality and quantity.

Cuttlefish bone, jewelers' small, continues scarce and firm at 52c to 55c, with very little of fine quality obtainable at the lower figure.

Ergot has undergone no change of importance during the interval. The demand is mostly confined to small jobbing quantities, which are obtainable at 32c to 35c for Russian and 32c to 36 for Spanish.

Guarana has improved in position, owing to scarcity, but the demand continues unimportant, and stock is held at 85c to 90c.

Haarlem oil is somewhat unsettled, owing to the keen competition among importers, and holders are accepting \$1.90 to \$1.95, a decline of 5c.

Menthol continues in moderately active demand, but important transactions are still the exception, owing to the difference between the views of buyers and sellers. Holders generally quote \$6.50, though it is understood that this might be shaded on a firm bid, \$6.25 being openly named in some instances. Advices to the London Chemist and Druggist from Kobe state that a large refining company having unexecuted contracts for 50 cases of peppermint oil and 10 cases of menthol have ceased to work, and it is expected that this will have the effect of hardening values. It may be said that holders in this market show little disposition to urge sales by price concessions.

Opium continues to move only in a light jobbing way, and the market remains quiet but steady, with quotations unchanged at \$3.00 for single cases and \$3.05 to \$3.10 for broken lots. Powdered continues in good demand, with values ruling firm at \$3.65 to \$3.70, as to test and quantity. The general opinion at primary sources, as indicated by advices from Smyrna, is that prices will be raised as the season advances.

Quinine continues in firm position, though the consuming demand is light and lacking in spirit, but manufacturers and manufacturers' agents, encouraged by the prospect of a great

ly increased demand consequent on the extensive and disastrous spring floods, are firm in their views on the basis of 28c for bulk in 100-ounce tins, while second hands ask 27c for German and 25c for Java.

Saffron, American, is easier, on account of competition, and while holders do not quote less than 28c, it is reported that lower figures have been named in some instances. One lot of 10 bales is said to have been offered at 27c, and an other of 5 bales at 25c.

Senna leaves are held with increased firmness in consequence of an improvement in the demand, but we have no actual price changes to report.

Thymol has sold more freely during the interval, and quotations are maintained with more firmness at \$1.90 to \$2.20, as to quality and quantity.

Wax, Japan, maintains its firm position under the influence of an improved inquiry, and spot quotations have been advanced to 14c to 14½c.

CHEMICALS.

Blue vitriol continue scarce and wanted, and prices are held with marked firmness in sympathy with the advance in copper. Last sales were 5¼c to 8c for prompt delivery, the outside figure being the outside quotation for single barrels.

Boric acid is in moderately active demand considering the season, and quotations are maintained at the range of 10¼c to 11¼ for crystals and 11¼c to 11½c for powdered.

Carbolic acid is slightly irregular and unsettled, owing to competition, and quotations vary. We quote the range for crystals in drums at 13½c to 15c, and 1-pound bottles at 20c to 22c.

Citric acid prices have been advanced by the manufacturers 2c per lb., and the revised quotations for crystals and granular are 33c per lb. in barrels, and 33½c per lb. in kegs; powdered held at 33½c to 34c, as to quantity. Citrate salts also advanced 2c. per lb., and the following quotations are now official: Iron citrate, U. S. P., 40c per lb.; iron citrate and ammonia, 37c per lb.; iron phosphate scales and pyrophosphate, 37c per lb.; potassium citrate and sodium citrate, 30c to 31c per lb., respectively.

Cream of tartar has been in better demand since our last, with the sales at 23¼c to 23½c for powdered.

Formaldehyde prices are steadily maintained in view of continued good demand; quoted 14½c to 15c for 40 volume per cent., and 15c to 16c for 38 to 40 weight per cent.

Salicylic acid has been reduced in the face of active competition to the range of 31c to 34c, as to quantity, a decline of 2c. The inside figure is named for 1,000-lb. lots in one delivery, while 32c is the quotation for 100-lb. packages, the outside figure being for lesser quantities.

Silver nitrate is held at an advance by the manufacturers in consequence of the increased cost of bullion, 31c to 34½c being now named as to quantity.

Sodium salicylate is lower in sympathy with the acid, the quotation from manufacturers being 32c to 33c, as to quantity.

Tartaric acid is firmer in consequence of the increased cost of crude material, and manufacturers' quotations have been advanced 1c per lb., the revised range standing at 29½c to 30½c, as to quantity.

ESSENTIAL OILS.

Anise is jobbing very slowly and the market has not been affected by recent cable advices from China quoting higher prices. Supplies are offered freely at \$1.07½ to \$1.12½, but purchases are limited to jobbing quantities.

Cassia is dull and easy with the other Chinese oils, but quotations do not vary from 70c to 75c for 75 and 80 per cent., and 65c to 70c for lower grade.

Cinnamon, Ceylon, of the better grades, continues in good jobbing request and the market is well sustained at the range of \$7.50 to \$16 as to quality and quantity.

Clove is finding sale in a small way and values are fairly well sustained at 57½c to 60c for bud.

Lemongrass is held with a fair show of firmness and sales are making at \$1.80 to \$2.

Messina essences are steadily held and jobbing sales of the several varieties are making at our quotations, or, say, \$2.10 to \$2.30 for bergamot; 70c to 75c for lemon, and \$1.20 to \$1.70 for sweet orange.

Peppermint is weak and unsettled, with sales of bulk reported at \$3.50.

Sassafras is scarce and firm, with little now obtainable below 42½c; artificial is held with increased firmness, but quotations are unchanged at 29c to 30c.

Wintergreen, artificial, is easier to the extent that the inside figure for 5,000-pound lots has been lowered to 38c.

GUMS.

Aloes is finding sale in small quantities at about previous prices, Curacao being quoted at 3¼c to 4c, Cape, 14c, and Socotrine, 18c to 20c.

Asafoetida is quiet, but the market is sustained, and a fair business is passing in medium grades at 20c to 25c, as to quality and quantity.

Benzoin is quiet, but the market appears sustained at 48c to \$1.10 for the various grades of Siam, and 25c to 35c for Sumatra.

Camphor prices have been advanced by domestic refiners to the range of 55c to 56c for barrel, and 56c to 56½c for cases, on account of the increased cost of crude.

Chicle is in good demand, but the available supply is light, and values are steadily maintained at 42c to 45c.

Gamboge is in slightly improved position, most of the cheaper lots having been cleaned up, and \$1.00 to \$1.15 is named for pipe.

Tragacanth continues in good demand with the current sales at 67½c to 75c, and 55c to 65c for Aleppo, first and seconds, respectively; Turkey, firsts and seconds, held at 75c to 90c and 50c to 60c.

ROOTS.

Aconite, German, in jobbing way continues to realize 10c to 12c as to quality.

Alkanet is in light supply and firm and moderately active in a consuming way at 6c to 6¼c.

Dandelion, German, is quiet but firm, with current transactions at 7½c to 7¾c.

Gentian is held with more firmness and prices have advanced to the extent that nothing is now procurable under 5c.

Golden seal is quiet but firm and holders decline to shade 54c for prime quality.

Ipecac continues weak, and Rio is easier to the extent that sales are making down to \$1.45.

Jalap momentarily is neglected, though we hear of one large sale of good heavy last year's root at 10½c.

Sarsaparilla, Mexican, is dull and neglected, with the general asking price now 6¼ to 6½c.

SEEDS.

Canary, Smyrna, is easier with sellers now at 4½c to 4¾c; Sicily held at 4½c to 4¾c.

Caraway is in limited demand, but the price does not change from 5c to 5¼c.

Celery remains quiet at the nominal range of 7½c to 8c.

Quince is jobbing fairly at 36c to 38c for German, and 32c to 34c for Russian.

Strophanthus is held and selling as wanted at 82c to 83c for Kombe, and 42c to 43c for Hispidus.

The Michigan Board of Pharmacy.

Eighty-eight applicants presented themselves for examination before the Michigan Board of Pharmacy at the meeting held in Grand Rapids on March 3 and 4. Of these 18 applicants were granted registration as pharmacists and 19 as assistants. The list of successful applicants is as follows:

Registered Pharmacists—A. C. Arnold, Perrington; F. A. Boet, Grand Rapids; F. B. Calkins, Port Huron; G. M. Clark, Strathroy, Ont.; R. M. De Pree, Holland; H. H. Diessner, St. Joseph; E. L. La Londe, Alpena; Mont Lowthian, Unionville; Charles Miner, St. Ignace; B. A. Plaskowski, Alpena; Philo Soles, Portland; Oswald Stamm, Harbor Beach; C. O. Swanson, Tustin; E. E. Vahey, Port Huron; Calvin Wadsworth, Jr., Saginaw; J. P. Wierenga, Grand Rapids; George B. Wright, Mineral, Ill.; Thomas Yake, Deckerville.

Assistant Pharmacists—Julius Arndt, Detroit; Fred. B. Ash-ton, Detroit; Frank Bedelyou, Hadley; A. B. Campbell, Big

Rapids; J. E. Coppens, Lowell; W. D. Crandell, Jackson; C. J. Dutmers, Grand Rapids; D. E. Flood, Gladwin; Fred. H. Greene, Deckerville; L. D. Hickey, Nessen City; J. F. Hayes, Port Huron; Fred. M. Hall, Sault Ste. Marie; C. W. Harner, Big Rapids; John G. Hoyt, Remus; C. P. Jameson, Detroit; John T. Norton, Rockford; H. J. Pyle, Grand Rapids; A. A. Snowman, Lapeer; J. L. Winslow, Midland.

The next meeting of the board will be held at Star Island, near Detroit, on June 15 and 16. Those who intend to apply for registration should secure blanks and further information from the secretary of the board, John D. Muir.

The Kansas Board.

At the regular quarterly meeting of the Kansas Board of Pharmacy held in Hutchinson on February 18, a large number of applicants were examined, and as a result of this examination the following were registered as pharmacists: L. L. Cochran, Emporia; Frank L. Low, Salina; C. C. Hoaglin, St. John; A. E. McVicar, Wichita; Thomas Rosser, Carbondale; A. P. Rosser, Osage City; Charles A. Andrews, Effingham; L. A. Corwin, Goff; W. H. Guthrey, Junction City; Henry C. Low, Salina; J. F. Klopstein, Great Bend; John W. Roberts, McPherson; Roy De Motte, Great Bend; F. W. Phares, Wichita; L. L. Dickey, Newton; Sid I. Breese, Elmdale; F. R. Bryant, Ness City; John B. Dickey, Newton.

A certificate, as registered assistant, was issued to R. W. Riedel, of Hays. The following were registered as pharmacists without examination on the grounds that they were graduates of recognized schools of pharmacy: John P. Wolfinger, Topeka; J. Paul Scanlan, Sabetha; C. C. Rittenhouse, Lawrence; Dwight G. Hamilton, Marysville; J. Frank McNaught, Girard; Charles McClanahan, Bluff City; T. G. Togwell, Topeka.

The names of C. W. Rankin, Wakefield; F. J. Dettus, Beloit, and E. Hallowell, of Topeka, have been restored to the register. The next meeting of the board will be held on May 28 at Chanute, and those who propose taking the examination should notify the secretary at least five days prior to the date of meeting.

HINTS TO BUYERS

Iron preparations spring up like mushrooms in a night. The one backed by clinical evidence in hospital practice is the old stand-by, Gude's Pepto-Mangan, which is the standard of known worth and which gives positive results.—Medical News.

Columbian Spirit, manufactured by Wood Product Company, of Buffalo, N. Y. (formerly Manhattan Spirit Company), is the equal of grain alcohol for all preparations designed for external use. The advertisement of the company will be found on the front cover of this issue.

All dealers and institutions using absorbent cotton should note the advertisement of the Maplewood Mills, of Fall River, Mass., appearing in this issue. This concern claim to be the largest of their kind in the world, and that their goods are highest in quality and lowest in price. On quantity orders special buyers' labels will be applied when desired.

Special attention is invited to the line of licorice confections manufactured by the National Licorice Company, of Brooklyn, N. Y., who advertise in this issue. Their M. & R. licorice wafers, Acme licorice pellets and stick licorice are now familiar all over the world and should be carried in stock by every druggist.

The Lawrence Williams Company, Cleveland, Ohio, proprietors of Gombault's Costic Balsam, write that "we are pleased to say that the inquiries received through the AMERICAN DRUGGIST have by far exceeded those received from our advertising in any other medium." This is not at all surprising to us, since this firm have a good article and advertise in a good medium.

Every druggist should have a drug mill capable of grinding vanilla bean, gentian, cinchona, arnica flowers, cardamom, &c. Such a mill is manufactured and sold by A. W. Straub & Co., 3737 Filbert street, Philadelphia. It is sent on ten days' trial at \$4, or where cash accompanies order, \$3.20 buys it. It has been thoroughly tested during several years and under all conditions has been found thoroughly practical, durable and easily cared for.

Our readers should be aware of the many fraudulent package boraxes on the market. The Pacific Coast Borax Company, in order to protect their own interests and safeguard the public, were compelled to put up their goods in package form bearing their own labels. The retail druggists have found by experience that the company's 1-pound package is a rapid and

profitable seller. The goods are carried in stock by all wholesale druggists.

Garrod Spa Lithia Water has received the strongest endorsement from leading members of the medical profession as being of great value in the treatment of rheumatism and all allied complaints. Further information concerning this and ample supplies of free advertising matter may be obtained from the manufacturers, Enno Sander Mineral Water Company, 2801-2811 Lawton avenue, St. Louis, Mo., U. S. A., or by the wholesale distributors, O. N. Crittenton Company, 117 Fulton street, New York.

With the approach of the soda water season the advertisement of the Crandall & Godley Company, of 155 Franklin street, New York, should be of peculiar interest. This house have made a warm place for themselves in the esteem of the drug trade with their line of Fruit Juices and Crushed Fruits. The word "Perfecto" has come to mean quality to those who have used the goods. We also invite attention to the new "Perfecto" ice cream soda dishing spoon, sold to the trade at \$1.50. Our readers may obtain a descriptive catalogue of ice cream utensils and machinery by addressing the house.

Kasagra is so favorably known to, perhaps, 90 per cent. of the medical profession of America that its presence in the stock of prescription goods has come to be taken as a "sign of a good drug store." For nearly 15 years this product has been the standard of excellence for Cascara preparations. That it retains its place at the head of them all shows conclusively that it has never been equaled. There are many Cascara aromatics, and other sorts of "Cascaras," representing only the laxative portion of the drug. Kasagra represents the whole drug and therefore possesses qualities in which the rest are lacking.

The annual price-list of the Farbenfabriken of Elberfeld Company for 1903, which is being sent out to the trade, contains descriptions and prices of four new products—viz., Aristochin, Helmitol, Mesotan and Theosin. Among the changes price revisions on Rheumatin and Saloquinine are to be noted. The firm also issue a separate pamphlet on photographic products, which contains useful formulas for developing, fixing, intensifying and toning solutions. Copies of this and the price-list can be obtained by any druggist on request from the Farbenfabriken of Elberfeld Company, 40 Stone street, New York.

Kymo solves the question of 5-cent ice cream soda. By its use 10-cent quality can be served for 5 cents per glass at a good profit. Kymo reduces the cost by doing away with the expense for cream and eggs, nothing but Kymo, pure milk, sugar and flavoring being required. As Kymo combines the cream and egg qualities—richness, smoothness and creamy texture—it is not necessary to use these expensive and troublesome articles in making delicious and healthful ice cream. If you are purchasing your ice cream or making it in any other way, you are losing money. The Kymo Company, 448 Albany street, Little Falls, N. Y., will send a free sample, or will mail a large package for 25 cents.

The druggist has only himself to blame who does not, before purchasing, investigate the merits claimed for modern apparatus, of which the Twentieth Century Sanitary Fountain is a most conspicuous example. It is a radical departure from old styles not only in the principles of sanitation, but also in appearance. Next to sanitation, the first consideration should be avoidance of the "tomb stone" style, with huge bulk and tiresome sameness of construction of old styles, so that patrons will know you have a new fountain. This is the advertising display which must be largely depended upon to draw trade. The purchaser of old style apparatus has no advantage over his competitor with which to attract public attention—he has bought the same old thing. These are some of the arguments advanced by L. A. Becker & Co., of Chicago, in favor of the purchase of their Twentieth Century Soda Fountains. Write them for descriptive matter, mentioning the AMERICAN DRUGGIST.

It is only a question of time when the old systems of lighting must surrender to the new. No method of lighting now in use is surrounded with less danger than the improved incandescent gasoline lamps, and certainly none so economical. There seems to be no danger in the use of these lamps. The few accidents that occur are invariably caused by careless handling of the gasoline through ignorance of its nature, and by failure to follow directions. Consider the number of years that carbon gas has been in use; yet you will find people who will blow out the light. There is scarcely a day that we do not read of accidents and deaths by asphyxiation and other causes through the use of gas. The same can be said of accidents, injuries and deaths by contact with electric wires, yet

no one thinks of discarding the use of gas or electricity. One might as well quit traveling by land or water in any of the various forms, because there are accidents in all of them. Statistics show that not one fire or death occurred in the city of Chicago in the year 1900 through gasoline lamps, though thousands are in use. No other system of lighting can show such a record. Buy the "Nulite" Lamps, manufactured by the Chicago Solar Light Company, and you will secure one of the best that experience, skill and improved machinery can produce. They are exclusive lamp manufacturers. In an article of this kind do not let a low price influence you. It does not pay. A good, safe, reliable lamp is the cheapest in the end.

Mexican Imports.

According to a recent British consular report the chemical products show a decrease in value from last year, which is general in all the articles coming under this heading. This may in part be accounted for by the fact that the principal dealers in drugs and chemicals in this city now have their own factories, where they make many of the acids and drugs, as also a great part of the perfumery, some of it being a very close imitation of foreign made soap and perfumery. These home-made soaps and perfumeries are covered by their registered trade marks in this country, which prevents anyone abroad, who has not registered the mark of their particular factory in accordance with the law, from taking any steps for infringement upon their rights to any particular trade mark. This is a fact which in many cases has been overlooked by foreign manufacturers. The value of the imports of chemicals and drugs in 1901 amounted to £508,181, as against £525,805 in 1900.

Concrete Oleo Resins for Flavoring.



The little pamphlet recently issued by the San Gabriel Valley Essential Oil Company, of Pasadena, Cal., is more than a mere price-list. It is a bright, informing and well printed notice of something new in the essential oil line, which claims to be, and apparently is, of great value, affording a means of reproducing the fruit flavors with a richness and accuracy impossible with similar products already known

to the trade. Write them for the pamphlet, mentioning the AMERICAN DRUGGIST.

Satisfactory in Every Respect.

E. L. Peck, of Covington, Ky., has purchased an Eastman capsule filler and writes to the manufacturer, L. K. Eastman, Detroit, Mich., that "The machine is all you claim for it; it is satisfactory in every respect." He is but one of many pleased purchasers. If you haven't seen this capsule filler write for description to L. K. Eastman, Detroit, Mich., asking for descriptive circular.

British Lanolin.

Evans & Sons' British Lanolin, guaranteed U. S. P., is offered to the retail drug trade at the remarkably low price of 80 cents per pound. If any of our readers should fail to obtain it from their regular jobber, they will be supplied by addressing the house, at 133 William street, New York.

"Seen from the Car."

No. 31 of the "Four-Track Series," bearing the above title and just published, is a hand-book of the geology, geography and history of the delightful region from the Palisades of the Hudson to the Cataract of Niagara. It contains 64 pages, with numerous pictures illustrating each of the three subjects, treated in a manner at once attractive and instructive. It is, perhaps, the most interesting of the little booklets published by the New York Central, and will surely find a welcome wherever it goes; it is particularly valuable to young people in connection with their studies. A copy will be sent free, postpaid, to any address in America, on receipt of 5 cents in stamps, by George H. Daniels, general passenger agent, Grand Central Station, New York.

The Sale of W. F. Young's Veterinary Remedies.

The M. C. Sterling Drug Company, of Carrollton, Ohio, write: "We have been selling Absorbine (W. F. Youngs, Springfield, Mass.) and find it gives satisfaction." A similar experience is related by Geo. C. Mayer, of Foss, Okla., who says: "I started by buying one dozen of your (W. F. Young's) kidney and nerve powders and at present I order in half gross lots."

Frog in Your Throat Trade-Mark.

In the Court of Common Pleas in the county of Philadelphia, Justice Ralston has rendered a decision in favor of the Frog in Your Throat Company, in a case brought by them against the Crow Chemical Company for infringement of their trade-mark rights. The defendants had a label in which the words "Crow in your throat" were used in a title accompanied by a picture of a crow, while the plaintiffs used the words "Frog in your throat," accompanied by the picture of a frog. The learned judge holds that, the remainder of the directions being copied verbatim by the defendant and the same general style of package used, the rights of the plaintiff had been infringed, and a perpetual injunction has been issued against the defendant and the costs charged against him. The Frog in Your Throat Company propose to vigorously prosecute all infringers of their trade-mark rights, and druggists are cautioned not to make themselves liable by purchasing goods which, even under another name, still infringe the rights of the Frog in Your Throat Company.

A Liebig Extract Swindle.

Some time since we announced that packages purporting to contain the genuine Liebig Company's extract of beef had been sold in certain quarters in the drug and grocery trades at cut rates, and that when these goods were delivered they were found to contain either empty jars or jars filled with rubbish, molasses or glucose. We learn that one swindler who has been working this game in Philadelphia has been recently arrested and held for trial. It is believed that this swindler has been working in company with others in New York and vicinity, and it is hoped that the remainder of the gang will be shortly apprehended. Druggists can save themselves any annoyance from this source by placing their orders in the regular channels of the trade.

The American Medical Association.

A meeting of this association will take place in New Orleans on May 5 to 8. The Southern Railway will sell tickets for the round trip from any point on its lines to New Orleans and return, good for ten days, for one fare. From the trunk line territory the rate will be based on the regular fares to Washington or to trunk line Western terminus, added to one first-class fare therefrom, limited to continuous passage, and will be sold May 1, 2 and 3, with final limit ten days from date of sale. By deposit of ticket by original purchaser, and payment of 50 cents to the joint agent at New Orleans, not later than May 12, extension of final limit may be obtained to enable the purchaser to reach his original starting point not later than May 30, 1903.

The Southern Railway operates three trains daily from New York, carrying Pullman sleeping, dining and observation cars.

By the request of members of the American Medical Association in the East, on Saturday, May 2, special service has been arranged to leave New York at 4.25 p. m., via Washington, Atlanta and Montgomery. Trains composed exclusively of Pullman, dining, drawing and stateroom, sleeping, library and observation cars. Those desiring Pullman reservation should send in their names as soon as possible. Time, New York to New Orleans, 39 hours.

For further information call or write New York offices, 271 and 1185 Broadway, Alex. S. Thweatt, Eastern passenger agent.

Three New Remedies.

Theosine, Meesotan and Helmitol, three of the newer remedies, are supplied by the Farbenfabriken of Elberfeld Company, 40 Stone street, who represent the Bayer pharmaceutical products in the United States. Theosin, which was described at length in these columns for December 22, page 395, is a synthetic alkaloid. This has been highly recommended in dropsical affections. The other two substances are described in another portion of this issue.

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Coming Meetings.

STATE ASSOCIATIONS.	PLACE.	DATE.
Arkansas.....	Little Rock.....	May 12.
Indian Territory.....	Oklahoma City.....	May 12.
Iowa.....	Council Bluffs.....	May 14-16.
Kansas.....	Chanute.....	May 26-28.
Massachusetts.....	North Adams.....	June 9-11.
Missouri.....	Pertle Springs.....	June 9-12.
Nebraska.....	Grand Island.....	June 2-4.
North Dakota.....	Fargo.....	August 4.
South Dakota.....	Canton.....	August 11-13.
Virginia.....	Ruckroe Beach.....	July 14.
Wisconsin.....	Waupaca Chain-o'-Lakes.....	September 1-3.
NATIONAL ASSOCIATIONS. PLACE. DATE.		
American Pharmaceutical.....	MacKinnac Island, Mich.....	August 3.
National Wholesalers.....	Boston, Mass.....	September 7.
N. A. R. D.....	Place to be named.....	Date to be named.

"HIGHER UP."

THE activity of the Health Department of the City of New York in discovering adulterations by purchasing samples from the retail drug trade would meet with much more prompt and widespread results if the Department would go higher up, and instead of testing samples obtained from retail druggists, secure samples from the retailers' source of supply—viz., the jobber. The jobber is, or should be, in a position to have every article handled by him tested both as to identity and purity. If one jobber can be stopped from vending adulterated or spurious drugs, the supplies of several hundred retailers would be affected.

THE N. A. R. D. IN THE EAST.

AT no time in the history of the organization has the outlook for the N. A. R. D. been so promising as at present. As chronicled in our last issue, all of Boston and vicinity has been organized, with a general minimum price on proprietaries which is rigidly adhered to by cutters, department stores and druggists alike, and which is vastly satisfactory to the entire trade, the advance amounting on the popular articles on which the greatest cut had been made to from 12 to 14 per cent., a very substantial increase in the margin of profit, and one which will soon repay every member of the association for any money and time which he may have expended in aiding to perfect the organization.

Philadelphia has been organized into district associations since our last issue was published, and details of this work will be found in our news columns. The universal minimum schedule adopted for that city is scarcely so satisfactory to the retailer as that which has been adopted in Boston, but the essential feature of an absolutely uniform minimum schedule has been firmly established, and the association is receiving the cordial and even enthusiastic support of the most prominent and persistent cutter in that city, while the Philadelphia Association of Retail Druggists, an aggressive and thoroughly organized body, has signified its complete approval of and trust in the N. A. R. D. by turning over to the national treasurer a check for \$1,000, this being the largest sum ever received at one time as dues from one subsidiary body by the national treasurer.

Wheeling, W. Va., has been organized on a solid basis, and for the first time in years the druggists of that town, who have been engaged in a bitter warfare, are working in perfect harmony.

With such a record of success the N. A. R. D. now undertakes the herculean task of organizing New York.

Unostentatiously and without any blare of trumpets or flaunting of banners, the national organizer, Dr. Joseph R. Noel, set to work on the first of this month to study the situation and to discuss the questions at issue with all the factions interested, with the hope, based upon the results obtained in other large cities, that there might be evolved some method of mitigating the curse of cut prices in and around the metropolis. Doctor Noel is modest in his aspirations, for, as will be observed in a statement from him published in another column, he does not set out to "cure" the cut rate evil and abolish all the ills the drug trade is heir to, but he does hope to secure the co-operation of all who deal in proprietary remedies, whether they be department stores, retailers or aggressive cutters, in fixing a minimum schedule. When once this is accomplished, and there seems at least a possibility of its being accomplished, the work of district organization will be undertaken, and when the district organization is completed, the district schedules will be drafted to suit the conditions prevailing in each particular district. This has been the method pursued in other large cities. It is hoped and believed that similar methods will prove successful here, but one of the most admirable features of the N. A. R. D. and its work is that it is not indissolubly wedded to any fixed plan or method, but is ready and willing to adopt whatever plan seems best suited for any particular circumstance or locality. We join with the local drug trade in extending a hearty welcome to the workers of the N. A. R. D., with the earnest hope that within a few months at most the entire drug trade of the metropolitan district of New York will be working together harmoniously.

WHAT IS OIL OF SWEET ALMOND?

ACCORDING to the Pharmacopœia of 1890, which is soon to be superseded, oil of sweet almond is a "fixed oil expressed from bitter or sweet almond." The Pharmacopœial definition is correct, for probably 10 per cent. of the oil that is sold is oil of sweet almond, the remaining 90 per cent. being derived not from *Amygdalus communis* or *Amygdalus amara*, but from *Amygdalus persica*, and therefore oil of peach kernel. This fact has been brought out in a decision of the Board of General Appraisers rendered on a protest entered by the firm of Schieffelin & Co. against the decision of the appraiser classifying the oil of peach kernel, or what is commercially known as "oil of sweet almond, French," as an oil "not otherwise specified." The decision reads as follows:

OPINION BY FISCHER, G. A.

The merchandise in question consists of oil made from peach and apricot kernels. It was returned by the local appraiser as "oil almonds" free (tested and found from peach and apricot kernel oil). It was assessed for duty by the classifying officer at the rate of 25 per cent. ad valorem under the provisions of paragraph 3 of the act July 24, 1897, as an "expressed oil," and is claimed to be free of duty as almond oil under paragraph 626 of the said act. The Collector based his decision upon the ruling laid down in G. A. 4540, wherein this board held that peach and apricot kernels were not dutiable as almonds, and in relying upon that ruling the Collector presumably concluded that as peach and apricot kernels were not dutiable as almonds, an oil from such articles could not be entered as an almond oil.

The provision in paragraph 626, however, permits free entry of almond oil, and the question is solely as to the commercial designation of the article. While it is admitted by the importer that this oil is not made from almonds but is made from apricot and peach kernels, it is also undisputed that the article is generally known to the trade as almond oil.

The testimony before us shows that 75 per cent. of all the so-called almond oil dealt in in the market of this country is not made from almonds, but from peach and apricot kernels.

The article in question is well known to trade and is dealt in and always designated as almond oil, and that designation must control its classification (*Amer. Net & Twine Co. v. Worthington*, 141 W. S., 468, and cases there cited).

The protest is sustained and the decision of the Collector reversed.

This matter is one of great importance, and in view of the attitude of the Boards of Health on the subject of adulteration, is likely to become still more important to the drug trade all over the United States. Wherever oil of sweet almond has been ordered without any specific designation it has, we believe, been the usual custom throughout the wholesale drug trade to furnish the "oil of sweet almond, French," by which it is well understood that the expressed oil from peach kernel is meant. This is sold in small lots by the jobbers at about 25 to 30 cents per pound. Where the true oil of sweet almond is wanted it is designated as "oil of sweet almond, English." This is ordinarily sold in single pound lots at about 60 to 70 cents, or approximately double the price charged for the "French" oil. This condition of affairs is one which is perfectly well understood in the drug trade at large, and we are somewhat surprised to see that the facts are not clearly set forth in the dispensaries. Since so large a majority of the oil sold and used is expressed from the peach kernel it seems fair to assume that there is no material difference in the therapeutic properties of the two oils, while the decision of the Board of Appraisers quoted above gives some justification for the assumption that when oil of sweet almond is ordered by the retailer a jobber is justified in sending the oil expressed from peach kernels.

So far as the retailer is concerned, however, this ruling of the Board of Appraisers will not offer any protection against prosecution should he dispense the "French oil" as oil of sweet almond. The Board of Health of the State of New Jersey has recently served notice upon three druggists in different cities in that State that they had been detected in furnishing the oil of peach kernels when oil of sweet almond was ordered, and the board in each case imposed a fine of \$50, which was promptly paid without protest by the retailers, each of whom realized that whether the fine was justly imposed or not, it would be better business policy to pay it than to take the matter into the courts. As a consequence of this action orders have been issued by several of the jobbers in New York City that hereafter the "English," or true oil is to be sent out to all customers in New York and New Jersey whenever oil of almond is ordered, together with an explanation as to the reasons for the difference in cost.

In view of the fact that the Pharmacopœial standard is generally accepted by Boards of Health, our readers should specify "English oil of almond" in ordering, and should make sure that they obtain it, even if it is more expensive and probably no more valuable from a therapeutic standpoint than is the "French oil." The retail druggist is not in position to argue the question with the authorities. When he is confronted with the alternative of a fine or prolonged litigation, with a doubtful outcome, the only safe course for him to pursue is to insist upon obtaining goods which correspond with the standards of the United States Pharmacopœia. It is true that the jobber will protest to the retailer, as the manufacturer protests to the jobber, that those standards are impracticable, but our experience in competing for foreign trade with European manufacturers, more particularly in the East, shows that those standards, while possibly higher than they need be, are not impracticable. Their practicability, however, is a question for the courts to decide, and with such standards set clearly before him in the Pharmacopœia, the retail druggist will invariably be held responsible by the legal authorities for selling any preparation which varies from the standard.

We are firmly convinced that no harm is or has been done by the sale of expressed oil of peach kernel under the name of oil of sweet almond, but however thoroughly honest the druggist may be in this belief, it affords him no protection from the action of the law, and until there is some change in the Pharmacopœial standards, the retail druggist should abide by them so far as it is in his power to do so.

In the forthcoming edition of the Pharmacopœia it is probable that a somewhat wider latitude will be given as to the question of purity than has been given in the edition now in force, and we would suggest that in cases such as that of oil of sweet almond and of so-called oil of wintergreen, the Pharmacopœial descriptions be so adjusted as to recognize the commercial conditions. It is a well-known fact that under the title of oil of wintergreen the oil of birch is almost invariably dispensed. We do not believe that 1 per cent. of the oil sold is obtained from the leaves of *Gaultheria procumbens*, and in cases of this kind the Pharmacopœial authorities, having satisfied themselves that there is no material therapeutical difference, should give permission to substitute oils or substances which are practically identical, though possibly derived from a different source than that approved of in the Pharmacopœia. It would be but a short step from this for the authorities to change the definition of oil of *Gaultheria*, for instance, so as to clearly recognize the volatile oil of *Betula* as well as of *Gaultheria*, for as it now stands this definition says that the oil is "nearly identical with oil of *Betula*." In the same way oil of peach kernels might well be recognized as a permissible substitute for oil of almonds, so far as our knowledge of the therapeutic properties of the two oils goes.

THE COD LIVER OIL SHORTAGE AND SOME OF ITS RESULTS.

OUR readers have been kept fully informed through our market reports of the developments in the cod liver oil market. The quantity price of Norwegian oil has lately touched \$120, and although a reaction has since set in, the statistical position of the article is such that dealers anticipate a continuance of high prices.

The past season's fishing has been the most unproductive in the history of the Norwegian fisheries, some

of the reasons assigned for the poor catch of fish and the shortage of oil having to do with an invasion of the fishing grounds by seals, the natural enemy of the cod, and with the lean and undersized variety of the fish caught. Never before, according to reports from the refineries, have the livers of the fish been so lean, and the consequence is a very much reduced output of oil. The effects of the shortage in production are beginning to be felt in other ways than in the appreciation in the market value of the oil. The cheaper Newfoundland oil is finding more ready sale here, the demand for this variety having been appreciably stimulated during the last few weeks. There are, however, grave objections to the unauthorized substitution of the Newfoundland for the Norwegian oil, for it is well known that much of the Newfoundland oil of the market is of an impure quality—an observation which prompts us to remark that the Newfoundland producers appear to be missing the best opportunity that has ever presented itself for entering into active competition with the Norwegian producers by the production of an oil of guaranteed purity. Such an oil would not take long to displace the Norwegian in this market.

Without saying anything one way or another as to the medicinal value of cod liver oil—whether Norwegian or Newfoundland—which is still a mooted question among therapeutists, it is only fair to remark that whatever reputation as a curative agent the oil enjoys has been gained from the use of the Norwegian variety. At present there is quite a difference in price between the genuine Newfoundland oil and the true Norwegian variety, but most of the so-called Newfoundland oil on the market is of a very uncertain quality. It is the kind variously known as "shore" and "coast" oil and consisting of indefinite mixtures of the oils of different varieties of *Gadus* combined with menhaden and seal oil. It need hardly be said that the sale of an oil of this character is to be strongly condemned. But what is to be more strongly condemned still is the criminal procedure of refilling empty Norwegian cod liver oil barrels with the fake oil or of mixtures of it with genuine Norwegian oil. That this is being practiced appears to be beyond doubt. A regular trade seems to be carried on in the sale of empty Norwegian oil barrels, and it was only the other day that a shipment of some thirty barrels of supposedly genuine oil was rejected by a large jobbing house in New York, who found their contents to consist of an oil whose composition could not be accurately determined, though seal oil appeared to predominate.

As matters stand it would be well for retail pharmacists to scrutinize closely all purchases of supposedly genuine Norwegian cod liver oil. The United States Pharmacopœia provides certain tests for the recognition of the presence of foreign oils in cod liver oil, and one in particular of these tests, a reliable diagnostical one, can be readily applied by the retail pharmacist. It consists of placing ten to fifteen drops of the suspected oil in a watch glass and allowing two or three drops of fuming nitric acid to flow alongside of the oil. At the point of contact a red color is produced, and on stirring the mixture with a glass rod this color becomes bright rose red, changing to lemon yellow, which persists if the oil is genuine. If the oil is adulterated with seal or other fish oils the color changes are different. An adulterated cod liver oil may show a red coloration at the point of contact, changing on stirring with a glass rod to the same rose-red color observed with the genuine oil, but passing almost immediately to a deep brown or black, which persists.

(Written for the American Druggist.)

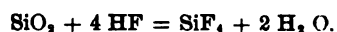
ETCHING ON GLASS FOR DRUGGISTS.

BY LIONEL WATERS.

THERE is no place where little knacks of technique come in so handy as in the drug store, and where a little information as to ways of doing odd things so often not only helps one out of temporary difficulties, but also results in no little saving in money. The process which is described below was given in less detail by the writer in a previous number of the *AMERICAN DRUGGIST*. (See Vol. XXXVI, 4.)

How often does the druggist find the need of a simple method for etching various articles of glass in some way or another, and yet how seldom is any tangible method at hand for carrying such out in a practical manner; yet the procedure of etching ordinary designs in glass is, or at least can be made, very simple, and the results that can be accomplished by its use are often very valuable.

Glass is composed of various silicates, principally the silicates of sodium and potassium. For the purpose of this paper glass can be looked upon as consisting of SiO_2 or silicon dioxide, this being the formula and composition of ordinary quartz and sand. Silica, as this compound is called, is not easily changed, or, as we say, attacked by ordinary substances or by most reagents. If it were not so resistant to most substances it, of course, could not be used for making bottles and containers for the various chemical substances that we are accustomed to place in vessels made of it. Thus it is not affected by any of the common acids, even if they be in their most concentrated form. Even poor glass is not appreciably affected, nor is it attacked ordinarily or to any great extent under any conditions by solutions of the alkalis. There is, however, one substance that does attack glass and that too readily. This is the acid known as hydrofluoric acid, or hydrogen fluoride, which is a compound of hydrogen and fluorine having the formula HF . This acid has so corrosive an effect on glass and similar materials containing silica that it cannot be stored in ordinary containers, but comes to the market in bottles made usually either of a hard, high melting wax, such as paraffin, which holds its shape tolerably well at the ordinary temperature, or in bottles made of gutta percha or hard rubber. The vigorous action of this acid on glass and similar substances is explained by the affinity which the element fluorine of the hydrofluoric acid has for the element silicon, which is contained in the glass. The fluorine of the acid unites with the silicon of the glass to form the compound known as silicon fluoride, having the formula SiF_4 , which is a gas. The hydrogen remaining from the hydrofluoric acid and the oxygen of the silica or silicon dioxide unite to form water. This action is represented by the following equation:

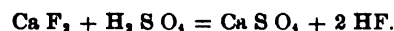


It can readily be understood from the foregoing that all that is necessary to etch glass then is to bring such portions of the glass as we desire to etch into contact with the hydrofluoric acid, at the same time protecting such parts as we desire to leave unetched. Since we have seen that such organic compounds as paraffin and wax, which contain only carbon, hydrogen and oxygen are not attacked by hydrofluoric acid, these substances should suffice to protect those parts which we desire to shield; and this is the basis of all methods of etching which depend upon chemical action; though on a large scale in the industries it is the common practice to make use of abrasion of the unprotected parts by means of particles of some hard material, such as sharp sand driven forcibly by a blast of air against the exposed parts of the glass, while the parts not to be etched or roughened are protected by a covering of paper or other soft material.

Hydrofluoric acid is a highly poisonous gas in its pure, unadulterated state, and it appears in commerce only in the form of solutions of various strengths in water in the same way as the gaseous compound of hydrogen and chlorine is met with, only as a solution in water which we term hydrochloric acid or hydrogen chloride.

The simplest means of etching would therefore resolve itself into a process of covering the article to be etched with a coating of, say, paraffin and applying to such surfaces as we desire to etch a little of the solution of hydrofluoric acid. Hydrofluoric acid is, however, not always at hand in most drug stores, and even so there are various disadvantages in its being handled; but it is not necessary to make use of this solution, since as much hydrofluoric acid as is necessary for any etching that is to be done can be very easily and extemporaneously prepared at the time the etching is to be done, and that too in a very convenient manner for the purpose for which it is required; and further it can be made to do the work required of it just as it is formed from the materials used, without the necessity of collecting it at all.

As a source of hydrofluoric acid we make use of the substance calcium fluoride, commonly known as "fluor spar," which has the formula CaF_2 , and for the purpose of decomposing and obtaining from it hydrofluoric acid we employ some strong acid, preferably sulphuric. When these two substances are brought together the hydrogen of the sulphuric acid takes the place of the calcium of the fluor spar, and the calcium of the fluor spar in turn takes the place of the hydrogen of the sulphuric acid, forming calcium sulphate, a substance similar to common gypsum or plaster of paris. This action is represented by such an equation as the following:



Here then is the basis of our process, which, being understood, all that is required is the arrangement of the particular details, which are required as follows:

The article to be etched is first covered with paraffin; if a small article it is entirely covered, if a large one only those parts within a radius of, say, a few inches of the part to be etched need be so covered. To do this any method may be resorted to which is convenient. A sufficient, though small amount, of paraffin, beeswax, spermaceti or white wax is melted over a flame in a tin or other vessel (the lid of a can answers admirably), and the melted wax is painted over the glass by the use of a brush or swab, made by tying a tuft of absorbent cotton to the end of a stick of wood. The article is then set aside to allow the wax coat to harden. Meanwhile the arrangement for producing the hydrofluoric acid is set up. Since the acid would attack glass or porcelain vessels, vessels of these materials cannot well be employed to hold the mixture used in producing it; hence vessels made of some metal that is not affected are employed. Lead answers best, and a suitable vessel of any desired shape can readily be hammered out of a piece of common lead pipe. This can be made into a shallow trough or dish of such a form that the object to be etched will rest on its edges, so that the parts of the glass that are exposed can be readily acted upon by the fumes of the acid that are liberated later. Upon the bottom of this dish is spread a layer of powdered fluor spar and all is ready to commence the evolution of hydrofluoric acid, this being effected by simply wetting the powder with sulphuric acid. Meanwhile the protecting wax must be removed from such parts of the glass object as it is desired to etch. This is done by scraping in the design by means of any sharp pointed instrument, such as a large stiff needle, knife point or the point of a file. The shavings of paraffin so removed are brushed off carefully by means of a

camel's hair brush or a tuft of cotton. As much concentrated sulphuric acid is poured on the fluor spar in the lead dish as will suffice to thoroughly moisten it; the object to be etched is then laid over the dish with the side containing the design down, when the fumes of the hydrofluoric acid which are gradually evolved will cut into the glass wherever it is exposed. The etching will be complete in the course of an hour or so, though, if not needed at once, it is well to allow the article to remain some hours—say, over night. The wax is then removed by scraping, warming and rubbing with a towel, when the design will be found to be neatly etched in the glass. At times when the wax sticks tenaciously it may be easily removed by softening with a little benzine.

Since the fumes of the hydrofluoric acid are very irritating and poisonous, care should be taken not to inhale them. The common practice is to take the whole apparatus out into the open air, or on the roof, where it will not be disturbed, as soon as the action is started, and allow it to remain there until the action is completed.

In the line of ordinary articles, bottles, flasks or cylinders can be easily and cheaply graduated by this method, and various other ornamental objects, such as paper weights of French plate glass, can be etched with any design at will.

FOR A SUCCESSFUL PRESCRIPTION TRADE.

BY GEORGE L. RAPPORT.

IN building up a successful prescription trade the druggist has constantly to remember that the patient must always be given exactly what the doctor orders. Be honest and do not permit any substitution in the prescription department. In manufacturing the different tinctures, elixirs, etc., for the prescription department follow the United States Pharmacopœia and the National Formulary as closely as possible, so as to obtain uniformity. Keep the best line of pharmaceuticals and not the cheapest, and inform your physicians of the fact.

Be careful to concentrate your mind on the prescription you are filling, so as to avoid errors. The check system is not bad, but I find that when I receive a prescription, read it through at first, then copy it, lay out my weights and weigh the drugs entering into the composition of the prescription, and look them over twice, there is hardly any use for a check system as my mind is strictly on what I do just at that moment. Do up and finish your prescription as neatly as possible. In repeating the prescription always put on a fresh label and give a new cork or box for liquids, pills or powders. The cost is trifling, but the gain in appearance is great, especially when a cap is affixed to the bottle, since it shows customers that very particular pains are taken in the prescription department. In taking your prescription always put down the name of the person for whom it is intended in the right hand corner of the original at the top of the copy. This precaution not only prevents the error of giving out the wrong prescription to a customer when you are busy, but assists you many times when the customer forgets the container and wants you to look up his prescription by simply giving you the approximate date.

In issuing pamphlets or circulars to the doctors in your neighborhood, keep before their eyes just one article of your own make at a time, and in inviting an inspection of your prescription department show them your facilities for making tablet triturates, compressed tablets and suppositories. Charge sufficient but not too much, because if you get a reputation for overcharging you are apt to lose not only one customer but his friends as well.

I may mention my arrangement of the prescription

counter. I keep an almost duplicate stock of shelf ware in the prescription department, because I do not care to let a lay person know what enters into the composition of his prescription. I have the drugs in 4-oz. bottles and have them arranged not only alphabetically but also numerically in sections. I also keep my fluid extracts, pills and tablets in the same way, keeping a special book for that purpose, in which not only the article and the number is entered, but also the section and shelf. So I save time in looking for articles. In copying the prescription I note the size of capsule employed as well as the quantity of excipient, and in cases where a fluid extract is prescribed, the name of the manufacturer.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

Price-Marks and Their Application.

COST-MARKS and their uses are so well known to the retailer that the presentation of the tables given herewith may seem superfluous.

"Our cost mark" is one of the first things to which the young clerk is introduced upon his entry into business life, the cryptographic cost-mark of his firm being as it were a pass-word to the arcana of the establishment and a token of the confidence and responsibility extended to him. It is a little ceremony that deeply impresses the young aspirant to a business career and brings to him an added sense of dignity.

The following table showing various forms of cost-marks consists of mostly well known and conventional ciphers. They are not intended for anything more than an illustration of the numerous modifications that may be made in the application of cipher codes to the price-marking of goods. The first word, "Pharmacist," was the price-mark adopted by the various local branches of the National Association of Retail Druggists for the marking of prescriptions. The idea was to mark all prescriptions, or copies, with the price made by the first pharmacist into whose hands the prescription came; so that if taken elsewhere the same price would be made, thus putting a stop to "shopping" and "cutting" on prescriptions—a utopian idea, considering that the environment and class of trade of each particular pharmacy is an important factor in the pricing of prescriptions.

The writer was once charged 25 cents for 12 drops of tincture of aconite at a Fifth avenue pharmacy, that sum evidently representing the minimum sale-price of the pharmacy in question. The price made upon a prescription by a pharmacy of this character and that by, say, a small shop on the lower East Side of the town would differ widely, yet both would be the legitimate and customary price of the establishment. The one could not be adjudged guilty of overcharging any more than the other could be charged with "cutting," and the prescription would in all probability be as honestly prepared in the little shop as in the big one, though with much less ceremony.

VARIOUS FORMS OF PRICE-MARKS.

1	2	3	4	5	6	7	8	9	0	Repeaters.
P	H	A	R	M	O	C	I	S	T	Z Y
L	E	M	O	N	S	Y	R	U	P	X &
L	A	C	B	I	S	M	U	T	H	O X
P	A	C	K	M	Y	B	O	X	E	S
S	I	X	D	O	Z	E	N	J	U	G
B	L	A	C	K	H	O	R	S	E	S
Q	U	I	C	K	T	R	A	D	E	S
C	A	M	P	I	N	G	O	U	T	
S	P	E	C	U	L	A	T	I	O	N

Ordinarily any word or sentence of ten letters can be used for a cost-mark where no two of the letters are alike. But the word or sentence need not necessarily contain ten letters. Nine will do, the naught being used as it is for the tenth figure, or any arbitrary sign—a cross, a horizontal dash, or a figure that does not resemble in form when carelessly made any letter used in the word or sentence chosen.

Again, the cost-mark might contain as many more letters over ten as one would care to use, even to including the entire remaining eighteen letters of the alphabet, the extra letters being used for "repeaters." Thus, if the word used were Pharmacist and all other letters of the alphabet used for repeaters, \$1.00 might be written Ptb, Ptd, Pte, etc. Or, in addition to a repeater, the cost-mark might contain an adder, a subtracter, a multiplier and divider, or any one of these.

A cost-mark could be still further complicated by using meaningless characters, the first and last or any intermediate character being simply mutes—e.g., with the cipher word Pharmacist \$1.00 may be written "Bptz," if the rule making the first character of the mark "dumb" or silent is followed. With dummies at each end the same price can be written "Bptzn," or in numerous other ways that will readily suggest themselves.

Again, the figures of a mark may be placed under the letters in reverse order, t denoting 1, s 2, i 3, etc., as shown here:

"tsicomrahP"
1234567890

With a little study a price-mark can be devised that would be absolutely translation-proof to any one who was not in possession of its key. A price-mark is but a number cipher and many of the rules and methods for constructing a language cipher will apply to numbers as well as letters, as will be seen by consulting any work upon cryptography.

For ordinary business purposes, however, the simpler the price-mark the better.

Two price-marks should be used as a rule; three, if the business be a large one employing many hands.

First comes the selling mark, which should be a very simple word or sentence cipher of ten letters and without extra characters of any kind, not even a repeater. This cipher is used for putting the selling price upon such goods as are not to be marked in plain figures and for special selling prices to physicians, nurses, the trade, etc.

Then there is the "cost-mark" proper, to be used for marking the cost, list or lowest selling price, as the case may be. If a word cipher is used for this mark it should be as different as possible and contain no letter that is used in the first mark. Preferably the cost-mark should be entirely different in character from the selling-mark—that is, not a word cipher, unless Greek letters be used.

Instead of letters, arbitrary or conventional characters may be used. Or the regular Arabic figures may be used along with "silents." A system of calculation may be

devised in this way that will effectively conceal the meaning.

Favorite Formulas.

LIQUID SILVER POLISH.

I.

	Parts.
Prepared chalk	6
Ammonia water	6
Alcohol	9
Water	40

II.

Sodium hyposulphite	3i
Water	3iiij
Dissolve and add:	
Prepared chalk	3ss

III.

Oxalic acid	3i
Crocus martis	3ij
Prepared chalk	3iv
Water, to make	3xvi

"MUTTER SALBE."

Olive oil	3iv
Gum turpentine	3ij
Yellow wax	3i
Lard	3i
Red lead	3iv
Honey	3iiij
Camphor	3ij
Melt the olive oil, turpentine, beeswax and lard together, and strain. Then heat nearly to the boiling point and gradually add the red lead, stirring the mixture constantly until it becomes a dark brown color. Then remove from the fire, and when it becomes somewhat cool, add the honey and, lastly, the camphor.	

MOUNTING PASTE.

I.

Gelatin	3iv
Water	3xvi
Glycerin	3i
Alcohol	3v
Dissolve the gelatin in the water, then add the glycerin and lastly the alcohol.	

II.

	Parts.
Arrowroot	10
Water	100
Gelatin	1
Alcohol	10
Soak the gelatin in the water, add the arrowroot, which has first been thoroughly mixed with a small quantity of the water, and boil four or five minutes. After cooling add the alcohol and a few drops of carbolic acid.	

COLLODION FOR FRECKLES.

Grammes.

Zinc sulphocarbonate	1
Collodion	45
Lemon oil	1
Alcohol	5

The zinc sulphocarbonate previously reduced to an impalpable powder is incorporated intimately with the collodion, the remaining ingredients added, and, after agitating well, the whole is allowed to settle and the clear liquid decanted.

TWO SOLUTION INK REMOVER.

A.

	Parts.
Citric acid	1
Concentrated solution of borax	2
Distilled water	16
Dissolve the acid in the water, add the borax solution and mix by agitation.	

B.

	Parts.
Calx chlorinata	3
Water	16
Concentrated borax solution	2
Add the chlorinated lime to the water, shake well and set aside for a week, at the expiration of which time decant the clear liquid and to it add the borax solution.	

For use saturate the spot with solution A, apply a blotter to take off the excess of liquid, then apply solution B. When the stain has disappeared apply the blotter and wet the spot with clean water; finally dry between two sheets of blotting paper.

THE PROFESSION OF PHARMACY.¹

BY HON. D. CADY HERRICK.

Justice of the Supreme Court, State of New York.

GENTLEMEN, I congratulate you that you have become full fledged pharmacists, entitled to practice your chosen profession of pharmacy. Just exactly what that is, and what it means to you, I confess I do not know. The words pharmacy and pharmacists have a pleasant sound to me. They fall upon my ear with all the music that the word "Duluth" fell upon the enraptured ears of Proctor Knott. They seem to be the legitimate successors of alchemy and alchemists. It carries one back to those who were engaged in transmuting the baser metals into gold and silver, to the distillers of elixirs that gave life or produced eternal sleep; the producers of Aqua Tofana and Aqua Vitæ.

But whatever pharmacy is or is not, it is something that has to do with the life and death of people, their health and comfort. It is closely allied to the professions of medicine and surgery, which do so much to prolong our lives and to ease our pain and suffering. Indeed, the competent physician used of necessity to be a surgeon and pharmacist as well, and is now in some parts of the land. But with the growth and expansion of medicine and surgery, the specialization of pharmacy has become necessary.

The State has recognized that the welfare of the people requires that only those specially trained and prepared should be permitted to practice pharmacy. Its members have been, as it were, set apart from their fellowmen, with certain rights and privileges and corresponding duties, and no man can be permitted to join their ranks except by license and certificate of fitness from the accredited officials of the State.

Pharmacy has risen to the dignity of a profession. To practice it successfully requires a high degree of intelligence, and those are best fitted for it who commence its practice with scientifically trained minds. You may be able to pick up a superficial knowledge of it in any drug store, by actual practice, by observation of what others do in the same store; but it is very apt to be obtained at the expense of the health, perhaps of the lives of the people who rely upon you.

One of the first cases I had was against a druggist who had given corrosive sublimate in mistake for some harmless white powder, I have forgotten its name, prescribed for a baby; the baby died.

Knowledge of a profession acquired by entering upon its practice without previous preparation or training is usually incomplete, and only in rare instances do those who thus acquire it rise to its highest walks, and then only after infinite and unnecessary toil and labor and sacrifice; after mistakes and misfortunes that would mostly have been avoided if the mind had been properly trained in the beginning.

In these days of sharp competition in all lines of professional and business life, scientific training becomes all important if we would not be left in the race and be simply counted among those who "also ran" or started. Of course, training is not everything, there must be something to train. But other things being equal, the trained man will always win over the untrained one.

The athlete when the race or game is over may break training, relax his muscles and take his ease. But for the professional man the race is never over; he can never break training; if he does, he is distanced in the race and no subsequent efforts will regain him his lost place.

So do not think for a moment that with your graduation your studies are ended. You have merely laid the foundation for your life work and placed yourself in a position to pursue it intelligently.

Your profession, like every other, is a growing, expanding profession. You may help it grow and expand, placing and keeping yourself in the front ranks, or you may be carried along by those who do, receiving much but contributing nothing. A mere knowledge of those things to be found between the covers of books treating exclusively upon pharmacy will not place you in the front rank of your profession. A knowledge of correlated subjects should be acquired, unless you are content to spend your life in the mechanical work of putting together ingredients according to formulas prepared by others. I think we may fairly look to the pharmacists of the future for new remedies, for the eradication of disease, the relief of pain and the prolongation of life; and for that purpose a knowledge of the human system and by what means it can be affected; a knowledge of the products of nature and their effects upon the human system; a knowledge of chemistry and what can be produced by it, all seem to me to be necessary to a pharmacist of the first rank.

There are specialties in your profession—do not begin to devote yourself to one too early in your career. First acquire a good all round knowledge of your profession, then if you want to specialize do so. You cannot become a first-class specialist without a general all round professional knowledge.

It is quite common on occasions of this character to say something in regard to the ethics of the profession whose members you are addressing.

Every profession has a code of ethics peculiar to itself. Your profession is as yet so young that it probably has as yet no well defined code of ethics of its own. Such codes are growths rather than creations; they take time to develop. Then, too, there is in your case perhaps an embarrassment, arising from the fact that to most of you pharmacy will mean both a profession and a business. But there are certain rules that apply both to professional and business men.

The cardinal one is honesty in all things. But simple honesty is not enough, it may be not only excessively disagreeable to others, but a positive detriment to the possessor. It should not be paraded or advertised. It should not be limited to simply refraining from depriving others of their money or property. It should be of that kind which carefully refrains from intruding upon the rights or feelings of others; in refraining from doing to others that which you would not have them do to you. But it should at all times be accompanied by that wisdom which will prevent others from "doing" you. That is to say, while honest and tender of the rights of others, do not be a "chump" and forget your own.

Do not interfere with or trench upon the domain of your sister professions, medicine and surgery. While you may properly give first aid to the sick and wounded, let your services be only rendered before, and until, medical or surgical attendance can be secured.

Do not give or receive commissions for business received or business sent. The custom is degrading, and almost if not quite dishonest. It is to an extent a fraud upon the doctor's or surgeon's patients and your customers. Each has a right to rely upon the products of your professional skill being furnished at their fair value without being enhanced in price by bribes or tips. Do not place or allow yourself to be placed in the same class with the corner grocer, paying commissions to the cook or butler upon the orders for groceries purchased for use in their employer's household.

Do not allow yourself to become unduly possessed by the desire for gain, the spirit of "commercialism," so called. I am not one of those who decry this desire for gain; it is only to be reprobated when carried to excess.

The love of gain, the desire to better one's material condition for the benefit of one self or family, was implanted in us by Divine Providence for some good purpose; the very selfishness of man, his love of ease and luxury and of power and the desire of acquiring that which will give him all these things, has contributed to the advancement of civilization and the betterment of mankind.

Commercialism kept alive intellectual activity, and the spirit of civilization in Europe after the overthrow of the Grecian and Roman civilizations. It seized India, and gave it such peace and prosperity as has not before been known in historic times. It has taken possession of Egypt and restored to it a prosperity unknown since the time of the Pharaohs. It opened the closed ports of Japan, and introduced an awakening and vivifying spirit that has placed it among the civilized nations of the world. It has opened up in the dark continent of Africa regions hitherto unknown to civilized man since Ophir contributed its gold to decorate and beautify the temple of Solomon. It has entered China, and is slowly leavening that for ages inert mass, and in gigantic throes and struggles, in shocking scenes of bloodshed, that great indestructible nation is again resuming the slow march of civilization, checked and interrupted when our ancestors were unlettered and painted barbarians.

While this spirit of commercialism, the desire for gain, has done so much for progress and civilization, it has also been productive of great wrongs and the ruin of countless thousands. Do not give way to it until it controls you and the acquisition of money becomes your principal aim in life. Be content with the fair legitimate profits and emoluments of your business and profession.

Let the articles you place upon the market be pure and unadulterated; your compounds, elixirs, essences and medicines what they purport to be, nothing more, nothing less; in no false garb and with no false representation or pretense as to what they can accomplish. Do not lend your professional name or aid to the concoction of quack medicines, the cure alls that appeal to the distressed and suffering ignorant, and by fraudulent pretenses rob them of their hard earned means.

The man who trades upon suffering and distress and takes money from the pockets of the poor under pretense that his worthless and sometimes harmful concoctions will preserve

¹ Address delivered before the graduating class of the Albany College of Pharmacy Albany, N. Y., on March 31.

the lives or relieve the sufferings of the purchasers or their loved ones, is not in the same class with the green goods man or bunco steerer, but beneath them.

Avoid all "get-rich-quick-schemes." As a rule, you either rob or are robbed by them.

Make your life a full one. Every man owes a duty to his Maker, and to himself, to make the very best of the faculties with which he has been endowed. For the next 30 years you should be growing men.

Do not let your minds be idle. You cannot stand still; you must go forward or fall behind. No true man can live for himself alone. As a rule, selfishness defeats itself. You must be something more than merely a good pharmacist. You must be a good neighbor, an ever helping hand in time of need.

You must also be a good citizen. That means something more than merely obeying the laws and paying your taxes. The success of a Government like ours depends upon the active, intelligent interest taken in public affairs by its best citizens. Not a spasmodic interest, taken only when some measure is threatened or some act done that threatens to affect your person or property, but a continuing interest.

Every professional man owes to the State an example of good citizenship. In addition, every man owes a duty to his profession, to advance it and make it more useful and respected; perchance lack of ability or opportunity will prevent your doing either, but you can at least so conduct yourself as to bring no stain upon its fame or bring it into disrepute.

And in conclusion, young men, so conduct yourselves in all the relations of life that in your declining years, with all your past revealed to them, you can look your wives and children in the eyes unflinchingly and unashamed.

Engineers Against the Metric System

At the annual meeting of the American Society of Mechanical Engineers, held in New York last December, at which F. A. Halsey read a paper on The Metric System (see *AMERICAN DRUGGIST*, December 8, 1902, p. 368), in which he attempted to prove that the metric system had proved to be a failure, even in those countries—particularly France and Germany—in which its use had been compulsory for many years, the following report on the metric system was submitted by a committee of the association:

"The common sense of mankind has taught them that in all systems of measurement, convenience of forming mental conceptions, convenience of expression, whether verbal or written, convenience of computation and convenience of memory, all require that intervals, distances and dimensions shall be expressed in terms of the largest suitable unit, supplemented by smaller units when necessary.

"The circle is divided into degrees, minutes and seconds; time is expressed in years, months, days, hours, minutes and seconds. By English speaking peoples geographical measurement is expressed in miles and binary divisions of the mile. Land measurement is expressed in rods, yards, feet and inches. In cloth measurement and in civil engineering works our unit is the yard with its binary divisions. In monetary divisions the English employ three units: Pounds, shillings and pence. We have two units: The dollar and cent.

"In all these measurements the principle observed is to employ the largest unit until it becomes necessary to resort to the smaller ones. In conformity with this principle we, in common with all English speaking people, employ in mechanical measurements two units, the foot and inch, and the division of the latter by continual bisection. We also employ decimal divisions of the inch when necessary, but not otherwise, finding the binary divisions more convenient for general use. It will be observed that in all systems, except the metric, these units and all their binary divisions have distinctive names, and so are presented to the mind as concrete realities.

"In defiance of the principles above stated the metric system requires the designer and constructor of machinery to employ a single unit, and that the smallest possible, the millimeter, nearly 0.04 inch, and to express all dimensions in terms of this unit and to employ the decimal system only.

"A comparison of the English and French systems of linear measurement shows as follows: The French system consists of a single arbitrary unit, the meter, and decimal divisions and multiples of this unit. To this single unit and this single system of division the metric system is limited. The English system consists of five units in common use, which are adapted to all dimensions and distances, from the smallest to the largest; and the two sys-

tems of division, the decimal system and the binary system. The decimal system meets all requirements that any decimal system could do.

"A binary system is found so much the more convenient that it is employed exclusively to express divisions of miles, rods and yards. The foot we divide into inches. We then return to binary divisions of the inch and employ this system for all ordinary uses, resorting, as already observed, to decimal divisions of the inch only when we are obliged to. The two systems work in perfect harmony. The reason for this universal preference of the binary system lies in this valuable feature. Its smaller divisions are aliquot parts of all larger divisions of the unit, and conversely the latter are all multiples of the former. It is thus seen to be the natural system of division—continual bisection.

"In addition to this, and founded upon the interesting relation between the two engineering units, the foot and the inch, we have a remarkable system of scales, the valuable general feature of which is a mutual interrelation similar to that between binary divisions of any unit, as above noted.

"These great advantages, palpable to every one, in the judgment of your committee, render it certain that before the close of this century the English system of measurement will come into universal use, and when the metric system, so far as measurements are concerned, will, as its supposed scientific foundation has already, have disappeared."

The committee presented the following resolutions, which were accepted:

Resolved, That the mechanical engineers of this country are the only parties competent to decide intelligently upon a system of measurements most suitable to their own use.

Resolved, As for the bill now before Congress, providing that the metric system shall be the legal system of weights and measures in the United States, and making its use obligatory in the Government departments, that, so far as it affects mechanical measurements, conceived in ignorance, it is simply absurd.

Prescription Ownership in France.

A writer in the *Répertoire de Pharmacie* comments upon the various articles that have appeared recently in France on this subject, and gives the views of "A Country Pharmacist," as he signs himself, on this question. The usual understanding is that the prescription belongs to the customer, save in instances in which the dose is, or seems to be, excessive. In these cases the pharmacist refers to the physician for a confirmation of the dose prescribed, and if this has been obtained delivers the prescription, upon demand, to the customer, taking a copy of the order for his own record. If the dose is excessive it may be safer to keep the prescription and to give a copy to the customer.

The author believes that this custom should be abolished, as it is detrimental to the interest of the profession. A royal decree in 1846 prescribed that all prescriptions should be stamped with the seal of the pharmacy where they have been prepared, dated with the date of dispensing and numbered, before they are given to the customer. The number must correspond to the number of their entry into a register. This law is still in force in France, and yet it is violated, especially by the "cutters" in the large cities. These men do not apply any seal to the prescription, and dispense the prescriptions that bear another pharmacy's seal at lower rates, without being discovered and proved guilty of the offense. The number which was formerly employed on all prescriptions, for similar reasons, is beginning to disappear, giving place to abbreviations especially devised in each store. The author recommends, therefore, that the law as to the affixing of the stamp or seal of a pharmacy on every prescription after it has been dispensed be enforced. In this way "cutters" could be traced, and those who reduce prices on prescriptions will be known to the trade.

INCENSE.

Benzoin	3iv
Storax	3iv
Labdanum	3vi
Myrrh	3vi
Cascarilla	3ij
Cinnamon oil	Mvii
Lavender oil	Mxx
Bergamot oil	Mxx
Clove oil	Mxx

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

A New Reaction for Cholesterine is given by Hirschsohn (*Pharmaceutische Centralhalle*, 1902, p. 357). If a solution of cholesterine be treated with a solution of nine parts of trichloroacetic acid and one part of water, the crystals disappear, and in their place a deep violet liquid appears. The reaction takes several hours to appear fully in the cold, but it is more rapid with the aid of heat. It is due to the hydrochloric acid which is produced from the trichloroacetic acid in the presence of water.

Reaction of Quinine Bisulphate.—Carlinfanti (*Bollettino Chimico Farmaceutico*, 1902, p. 748) describes a modification of Kerner's method of testing quinine bisulphate. Gm. 5 of the salt are to be dissolved in from 40 to 50 Cc. of alcohol by heating to about 50 degrees C. A slight excess of a saturated solution of barium hydrate is then added until the mixture is faintly alkaline to litmus. The mixture is maintained at a temperature of about 50 degrees for some time, filtered and evaporated on the water-bath. The remainder of the test is executed as usual with this process.

Tachiol or Silver Fluoride as an Antiseptic is recommended by Pérez (*Répertoire de Pharmacie*, February 10, 1903, page 71.)—This salt is colorless, crystalline and transparent, and becomes yellow or even black in the air. It is used in solutions of from 1:1000 to 1:5000 in strength in the treatment of wounds and in cystitis and blenorragia. Its antiseptic properties are said to be superior to those of carbolic acid and equal to those of corrosive mercuric chloride. A disadvantage of this new agent is that it stains linen, but the stain can be made to disappear by washing in a solution of potassium cyanide, or with corrosive mercuric chloride.

The Urinary Relations of Formaldehyde.—Dr. Walter G. Smith (*Practitioner*, February; *New York Medical Journal*, April 4) in Notes on Urinary Chemistry says that to the clinical physician the relationship of formaldehyde to urine presents three points of practical interest: (1) It yields with urea a white precipitate (probably methylene-urea), which might easily be mistaken for leucin. (2) If present in urine, formaldehyde will reduce the copper test, and so introduces a fallacy in testing for sugar. (3) Formaldehyde interferes with the detection of small amounts of albumin by means of heat and acetic acid.

A Reaction for Arsenic.—De Jong (*Zeitschrift für Analytische Chemie*, 1902, page 596), noticed that stannous chloride is soluble in ether, and that it can be used instead of Bettendorf's reagent for testing various substances for the presence of arsenic. The new reagent is prepared by dissolving Gm. 25 of stannous chloride in Cc. 100 of ether and Cc. 20 of hydrochloric acid. The clear liquid is decanted, and when required an equal volume of the solution to be tested is heated with the reagent for a minute to 40 degrees C. A brownish-red ring at the level of contact of the two liquids indicates the presence of arsenic. In this manner 0.02 milligrammes of arsenic may be detected with certainty. The presence of sulphuric acid does not interfere with this reaction.

A Reaction for Hydrastinine.—Jorissen (*Journal de Pharmacie de Liège*, November 1902) found that it was possible to distinguish hydrastinine from other alkaloids of its group by means of Nessler's reagent. (An alkaline solution of potassium-mercuric-iodide.) On adding a

drop of this reagent to a solution of hydrastinine a black precipitate is instantly formed. No such reaction is observed, on the contrary, with hydrastine, atropine, cocaine, aconitine, strychnine, brucine, pilocarpine, theobromine, caffeine, quinine, cinchonine, sparteine, nicotine, emetine, narcotine, narceine and papaverine. On the other hand, morphine and apomorphine, as may be expected, produce such a precipitate in virtue of the reduction of the metallic mercury. PicROTOXINE also reduces Nessler's reagent.

Estimation of Ethyl Alcohol in Essences and Medicinal Preparations. By T. E. Thorpe and John Holmes.—The authors (*Proc. Chem. Soc.*) described a method of estimating ordinary alcohol in essences and medicinal preparations containing essential oils and volatile substances, such as ether, chloroform, benzaldehyde, camphor, compound ethers and which has been used for some time past in the Government Laboratory [Great Britain], and which has been found to be both accurate and of very general applicability. It is as follows: 25 Cc. of the sample, measured at 15.5 degrees, are mixed with water in a separator to a bulk of from 100 to 150 Cc., and common salt is added in sufficient quantity to saturate the liquid. The mixture is now shaken vigorously for five minutes with from 50 to 80 Cc. of light petroleum boiling below 60 degrees, and after standing for about half an hour the lower layer is drawn off into another separator, extracted, if necessary, a second time with petroleum, and then introduced into a distillation flask. Meanwhile, the petroleum layers are washed successively with 25 Cc. of saturated brine, the washings added to the main bulk, which is neutralized if necessary, and then distilled, and the distillate made up to 100 Cc. and its relative density determined at the standard temperature in the usual manner. The results thus obtained require a small correction from the circumstance that, as the alcohol present is distilled into four times its initial volume, the errors of the spirit tables are necessarily quadrupled.

Crystallized Hydrogen Dioxide.—A method of manufacturing hydrogen dioxide in crystalline form is described in the *Pharmaceutische Centralhalle*, and quoted in the *Répertoire de Pharmacie* for February 10, 1903, page 78. More and more concentrated solutions of hydrogen dioxide have been manufactured, until recently a solid form has been obtained. A solid mass of hydrogen dioxide may be obtained on cooling a concentrated solution by means of methyl chloride. If a concentrated solution—95 or 96 per cent. of hydrogen dioxide—be added to this solid mass, and cooled to 8 or 10 degrees C. below zero, there will be an abundant formation of crystals. By removing the mother liquor and by recrystallizing a hydrogen dioxide completely devoid of water may be obtained. If a little platinum powder be added to crystalline hydrogen dioxide, a violent reaction occurs, which may even produce an explosion. Powdered charcoal and magnesia also light on coming into contact with the crystal. A few drops of hydrogen dioxide in this concentrated form placed upon wool or on a sponge causes the ignition of these substances. Hydrogen dioxide produces a dark yellow reaction, with titanium sulphate in solutions of 1 part in 180,000 parts.

The Preparation of Sterilized Gelatin for Injections.—Dr. Stich (*Pharmaceutische Centralhalle*, February 5, 1903), describes a method of preparing gelatin for subcutaneous injections. The question as to the best method

of preparing these injections has given rise to a considerable amount of discussion of late on account of the occurrence of a number of cases of lockjaw, due to infected gelatin employed in this manner. The author recommends that a stream of carbonic acid gas be passed through the gelatin for from three to four hours at a temperature of from 36 to 38 degrees C., and that the gelatin be afterward sterilized fractionally after the addition of 0.5 per cent. of carbolic acid. The purpose of excluding the air from the gelatin for a long period of time is to promote the development of any spores that may have been present. The amount of carbolic acid indicated above is not too great, for a part of it is evaporated during the sterilization, and no effects that could be attributed to carbolic acid have been observed after the use of hundreds of injections. The author recommends that pharmacists make a study of these gelatin injections and of other new methods of treatment, so as to meet the demand of the physicians.

The Preparation of Oily Collyria. By Dr. Albert Terson. (*Répertoire de Pharmacie*, January 10, 1903.)—Eye drops prepared with oil have been employed considerably of late, although their employment has been severely criticised by some authors. The oily collyrium with eserine, 1 per cent., cannot be replaced by any other, according to the author. Prepared with all the precautions indicated below, this collyrium has considerable advantages over aqueous solutions. In order to avoid oxidation of the eserine the following mode of procedure should be adopted in the preparation of the solution: The alkaloid is first dissolved in a little pure ether and then the oil (usually olive oil) is mixed with the ethereal solution. The mixture is then kept at a temperature of 45 degrees C. over a water-bath until all traces of ether have disappeared. The solution thus obtained does not undergo decomposition. In order to sterilize the oil it is washed in strong alcohol, so as to deprive it of fatty acids, the two substances being allowed to remain in contact with each other for several days. The oil is then decanted and sterilized by heating it for ten minutes or so at a temperature of 120 degrees C. If the temperature indicated be not exceeded, no irritating substances will be formed. The pure alkaloid must be employed in preparing this solution in oil, as the salts of the alkaloid are not soluble in this medium. The solutions must be prepared with the aid of heat. The advantages of an oily solution of eserine in eye work are that the solution does not undergo decomposition; is not transformed into rubesine; it remains perfectly aseptic and never changes color. Patients who cannot tolerate eserine in aqueous solution can bear the application of oily solutions without any inconvenience.

Liquid "Antiseptic" Soaps.—Paul Antoine (*L'Union Pharmaceutique*, February 15, 1903) speaks of the various methods of preparing liquid "antiseptic" soaps for the use of surgeons and physicians. The pharmacist has an opportunity to prepare such a soap not only for the use of his physician-customers, but also for the general public, as a liquid antiseptic soap is of great value in the sick room and in the care of the skin in general, provided it is prepared in the right way. The liquid soaps used in the hospitals for the most part are nothing but solutions of ordinary commercial soaps. In order to be of value a liquid soap must in the first place be as neutral as possible. A caustic soap irritates the skin and produces erythemas on the hands of the surgeon. Besides, there is the secondary disadvantage of alkalinity in that it decomposes volatile oils, and thus destroys the perfume of the soap, if any has been added to the product. In addition to an agreeable odor, these soaps should have every

possible pleasing feature, such as a rich lather and a soft, smooth sensation imparted to the skin after its use. A perfect liquid soap should remain homogeneous for a long time. The ordinary liquid soaps are such only in name, for they are solutions of some soap or other that comes in the market in the hard state. The author found by experiment that only a relatively small amount of soap could thus be dissolved at best, and that if larger amounts were dissolved they gave a precipitate and became cloudy. The formula which he recommends in the present article was worked out by him for Segond at the Salpêtrière Hospital, in Paris, after a series of experiments. In his opinion the oil which it is best to use in the manufacture of liquid soap is sweet almond oil, devoid of odor and very faintly colored. Olive oil, if it is of a light color and devoid of odor, is too expensive for this purpose. The oil of sweet almonds is to be made into a liquid soap with the aid of potassa and glycerin. The potassa should be pure, with as little carbonate in it as possible, the best kind being that which occurs in tablets or bars. The commercial potassa contains from 30 to 50 per cent. water and therefore, in order to obtain an accurate saponification, it is necessary to determine the purity of the potassa by titration. The ordinary glycerin of 30 degrees Baumé was that which the author employed in the manufacture of the liquid soaps. It need not be absolutely pure, but in using it a certain amount of judgment is required, for if too little be used the soap will not have the requisite viscosity, while if too much be added the separation of the excess of fats is interfered with and the latter remain in the soap and become rancid. The following formula may be employed for the manufacture of liquid soap:

Caustic potash (70 per cent. KOH).....	Gm. 50
Oil of sweet almonds.....	Gm. 200
Glycerin, at 30° Baumé.....	Gm. 100
Distilled water, enough to make.....	Gm. 1000

The potassa is dissolved in double its weight of water, and the oil and glycerin are added. The whole is mixed in the cold by frequent shaking. The rest of the water may now be gradually added, and the saponification completed on a water-bath. If an oven is available which can be regulated to about 65 degrees C., glass stoppered bottles filled with this mixture can be placed in it and left to stand for two days, shaking from time to time. When the process of saponification is complete the product is perfectly clear, but there is a layer of white emulsion on top—the unsaponified fats. The soap, which can be separated from the floating fat by a siphon, is still too firm for use and should be reduced to the proper consistency by mixing with alcohol, which at the same time allows the addition of essential oils. The following formula has been devised by the author for the finished product:

Liquid soap, prepared as above described.....	Gm. 900
Alcohol, 90 per cent.....	Gm. 70
Oil of lemon.....	Gm. 10
Oil of bergamot.....	Gm. 10
Oil of vervain.....	Gm. 10

The preparation is heated in the stove for a few hours at a temperature of 60 degrees C., and then is kept in a cool place. If minute scales appear in the soap, rendering it slightly cloudy, they should be filtered out through cotton, and the filtrate will be found to remain perfectly clear. The crystals consist of potassium stearate.

As an antiseptic the author recommends the addition of one gramme of betanaphthol per kilogram of the soap, but this is not necessary, as surgeons use liquid soaps as detergents and not as antiseptics, relying upon subsequent washing in solutions of mercuric chloride, etc., for antiseptis.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Wood Alcohol in Tinctures.—H. A. D. writes: "In the last issue of the AMERICAN DRUGGIST, under the heading Adulterated Tinctures, you comment [adversely] on the fact that in some cases methyl alcohol was used in making tincture of iodine. Is there anything wrong in that? I am not aware that iodine is ever used internally. You would be doing the profession a favor if you would publish a list of the preparations in which methyl or refined wood alcohol could be used."

It is well known that wood alcohol is particularly unsuited for the manufacture of iodine. A tincture so prepared possesses irritating properties of a kind that are not observed in tincture of iodine made from grain or ethyl alcohol. Some consider that the irritation so produced is due to the formation of formaldehyde and formic acid by the action of iodine on wood alcohol or some of its impurities. It was the knowledge of this fact that prompted us to frown upon its use for the manufacture of tincture of iodine. However, the surreptitious use of wood alcohol for grain alcohol in any medicinal preparation is to be condemned, especially where the preparation is standardized by the United States Pharmacopœia. There is, of course, a legitimate use for wood alcohol in liniments, lotions, toilet washes and similar preparations intended for external application, and for which no official formulas exist.

The Removal of Fruit Stains.—E. J. L. writes: "Being in the drug business I often have goods of various kinds brought in to me to have stains removed. Sometimes I succeed, but more often fail. Is there anything which can be used on colored goods to take out fruit, wine and similar stains that will not decolorize or injure the fabric?"

Wine and fruit stains are best removed from delicate colored goods by washing in hot soap suds to which a small or larger quantity of Javelle water is added (as the fabric is more or less delicate), rinsing in water in which a little cleansing solution has been added, as ammonia, and finally washing in a large quantity of clear water. The stains in question can be removed from white goods by dipping them in Javelle water and immediately following the disappearance of the stain by a thorough washing in clear water. A useful series of notes on cleansing compounds for removing all kinds of stains was published in the AMERICAN DRUGGIST for July 10, 1894, on page 7.

Quinine and Jaborandi Hair Lotions.—A. R. G. propounds the following: (1) Why are quinine and jaborandi so frequently coupled; does one increase the efficacy of the other? (2) Is there any method of dissolving completely quinine sulphate so as to avoid the usual filtering process? (3) If extract of jaborandi alone is used what proportion would you suggest to the ounce? (4) Would jaborandi used in excess injure the hair?

(1) While aware of the fact that quinine and jaborandi are frequently combined in hair lotions, we are unable to account for the reputation which the combined drugs enjoy as hair tonics. Quinine is popularly believed to have a tonic effect on the roots of the hair, and we think it has been demonstrated that jaborandi does have an action in promoting the growth of the hair. As to whether one increases the efficacy of the other we are unable to say.

(2) In order to effect the complete solution of the quinine and obviate the necessity of filtration alcohol must

be employed in sufficient quantity to dissolve it. As the alkaloid of jaborandi is credited with all the properties of an extract or tincture of the plant a salt of pilocarpine could be substituted to advantage where it was desired to wholly obviate the danger of clouding or precipitation which accompanies the use of the fluid extract and tincture.

(3) The fluid extract of jaborandi is never used alone but always in combination with other ingredients which are supposed to exert a stimulating effect upon the roots of the hair. The proportion commonly employed is 3i to a 4-ounce mixture; tincture of jaborandi is used in double this amount.

(4) We are not prepared to say if jaborandi used in excess would injure the hair. The action of injections of pilocarpine on the hair in one reported case changed the color from blond to black, and in another case caused rapid growth. It is generally understood that, apart from the specific diaphoretic action for which pilocarpine is used in medicine, the drug possesses the peculiar property of changing the color of the hair from a light to a darker shade, besides stimulating its growth.

Rubber Cement.—N. S. K.—A large variety of formulas for preparations of this character have been printed in previous numbers. You neglect to say to what particular purpose you wish to put the cement. The ordinary rubber cement consists of a solution of India rubber and mastic in either carbon tetrachloride, chloroform or carbon disulphide, the latter solvent being preferred by some on account of its relative cheapness. The following is the formula:

India rubber	gr. xv
Carbon disulphide (chloroform or carbon tetra-chloride)	3ij
Mastic	gr. cxi

Another formula of like character is more intended for heavy work and has the following composition:

Carbon disulphide.....	3viij
Gutta percha	3ss
Resin	gr. xl

Then there are the cements for bicycle tires, which consist of solutions of caoutchouc in carbon disulphide in the proportion of about 1 to 4. The mixture is allowed to macerate in a well covered vessel with occasional agitation during three or four days. A good rubber cement for bicycle tires, either for uniting the tire to the rim or for dropping into tears or rips, is made as follows:

Caoutchouc, in fine shreds.....	3ij
Resin	gr. cxi
Shellac	gr. c
Carbon disulphide, q. s. to dissolve.	

Soap Bubble Liquid.—S. A. B. asks for information in regard to preparations of soap for use in blowing soap bubbles, saying, "Do you know of any preparation for making very large soap bubbles that will last for a fairly long time, or any recipe for making such preparations?"

The best soap bubble liquids consist of solutions of varying strength of Castile soap in rain water to which a little glycerin has been added. A palm oil soap is said to give even better results than Castile soap. The usual procedure is to dissolve the soap in distilled or rain water by simply agitating in the cold, using about 1 part of soap to 20 parts of water, and after solution is effected adding one-half part of glycerin. The Scientific Ameri-

can Cyclopædia of Receipts prints a somewhat quaint formula for a soap bubble liquid which it credits to Prof. Josiah P. Cooke, and from which it says "grand soap bubbles can be blown." The receipt is as follows:

"Procure a quart bottle of clear glass and some of the best white Castile soap (or, still better, pure palm oil soap). Cut the soap (about 4 ounces) into thin shavings, and having put them into the bottle, fill it up with distilled or rain water, and shake it well together. Repeat the shaking until you get a saturated solution of soap. If on standing the solution settles perfectly clear, you are prepared for the next step; if not, pour off the liquid and add more water to the same shavings and shake as before. The second trial will hardly fail to give you a clear solution. Then add to two volumes of soap solution one volume of pure concentrated glycerin."

The Twitchell Acidimeter.—P. writes: "Can you tell us who manufactures the Twitchell Acidimeter for determining the acidity of wines and grape juice, and also whether it is considered a reliable instrument?"

This instrument, which is chiefly used for determining the acidity of vinegar, is manufactured by most scientific instrument makers and can be purchased in this city through Queen & Co., 59 Fifth avenue, at the price of \$12.00. As to the reliability of the Twitchell Acidimeter, we believe that it is considered as accurate as any of the instruments of this kind in use, and it is as much used for the special purpose to which it is applied as any similar instrument.

Silver Polish.—H. A. D.—Various formulas are extant for preparations bearing this name. As types of liquid silver polishes the following may be instanced:

	I.	Parts.
Prepared chalk	6	
Ammonia water	6	
Alcohol	9	
Water	40	

	II.	
Sodium hyposulphite	3i	
Water	3iiij	
Dissolve and add:		
Prepared chalk.....	3ss	

	III.	
Oxalic acid	3i	
Crocus martis	3ij	
Prepared chalk	3iv	
Water, to make.....	3xvi	

Plate powder, or silver polishing powder, consists usually of precipitated chalk alone, though mixtures of chalk and crocus powder, or 5 or 10 per cent. of mercury with chalk (gray powder) are occasionally recommended. The addition of mercury in any form to silver polishing powders is objectionable, as it wears away the silver through amalgamation. Precipitated silica and calcium phosphate make excellent plate powders. The following formulas are by MacEwan:

	I.	
Rouge	3ij	
Heavy carbonate of magnesia.....	3viiij	
Light precipitated chalk.....	lb. i	

Triturate the rouge with 2 ozs. of the chalk for five minutes and gradually add the rest of the powders. Sift three times.

	II.	
Rottenstone	3i	
Heavy carbonate of magnesia.....	3iv	
Calcium phosphate or precipitated silica.....	lb. i	

Prepare in a similar manner to No. I.

A superior polishing paste for silver is made after the following formula:

	Parts.
Prepared chalk	6
White lead.....	3
Cream of tartar.....	3
Magnesia	3
Soap	45

The first four ingredients, all in impalpable powder, are mixed together and intimately incorporated with the soap, which has been previously moistened with water and liquefied by heat. The hot mixture is poured into molds and allowed to cool. It is then cut into small cubes.

Correspondence.

A Card from Dr. Robinson.

To the Editor:

SIR,—With a feeling of keen pleasure I read the ebullitions of my good friends Dr. Muir, Dr. Anderson, Dr. Golding, etc., etc. Their explosion showed in the plainest manner possible two things: First, that my *exposé* went to the right spot, and, second, that my statement was perfectly correct, and that their side was very weak. "It is the truth that hurts."

The trick of abusing the attorney on the other side when your case is weak is so old that I am surprised my opponents did not think of something more original. Now, really, if I made misstatements, if I "twisted" facts, why not come out and show in plain language wherein my misstatements consisted? Why not show what facts I twisted? Instead of doing this, my opponents are ransacking the dictionary for opprobrious epithets. No, gentlemen, abuse is no argument. The two points which formed the entire gist of my letter—namely, that the pharmacy colleges are the only colleges that have no entrance examinations whatsoever, and that it is both abnormal and disgraceful that the college men should also constitute the licensing board (a condition unheard of in any other profession)—those two points not a single person dared to attempt to either discuss or explain. All in one voice they exclaim: "Look at the source from which the attack emanates." "Dr. Robinson has interested motives," etc.

Now it would have been an easy matter to have a friend of mine, John Smith, sign that famous letter, which promises to become historical. Would the statements therein have been more true on account of it? Truth is true, no matter who proclaims it, and falsehood is false even in the mouth of a prophet. I might add in conclusion that not one-tenth has been said in that letter to the *Times* that could be said, and that shall be said in due time; and further, I am well aware that there are some good men in both colleges truly interested in the advancement of pharmacy, but those men have nothing to do with the *management of the affairs*. Two of those college professors have gone to the trouble of informing me that they are in full sympathy with what they are pleased to term my noble work.

Faithfully yours,

WM. J. ROBINSON, PH.G., M.D.

117-119 EAST 128TH STREET,
NEW YORK, March 24, 1903.

President Brundage Wants to Know.

The following is the copy of a letter which was sent on March 26 by President Brundage of the State Board of Pharmacy to Dr. Wm. J. Robinson, the editor of the *Medico-Pharmaceutical Critic and Guide*:

WILLIAM J. ROBINSON, M.D.,

119 EAST 128TH STREET, NEW YORK.

DEAR SIR,—My attention has been attracted to an article on pages 70 and 71 of the March, 1903, issue of your *Medico-*

Pharmaceutical Critic and Guide, in which you refer to a Board of Pharmacy member as "a vile corruptionist," and also imply that you know that member to be "thoroughly venal."

In my capacity, as president of the State Board of Pharmacy, I hereby officially ask you to inform me of the name of the board member to which you refer, and of specific acts to which reference is made. Respectfully yours,

ALBERT H. BRUNDAGE,

President of the State Board of Pharmacy of the State of New York.

1073 BUSHWICK AVENUE, BROOKLYN, N. Y.

In an interview with a representative of the *AMERICAN DRUGGIST*, Dr. Brundage said:

"Dr. Robertson has written me a letter in response to my letter, but he declined to respond with definiteness to my inquiries. He claims that he gave no indications in his published statement that the board referred to was the New York board."

REVIEWS OF BOOKS.

THE AMERICAN YEAR-BOOK OF MEDICINE AND SURGERY FOR 1903.

A yearly Digest of Scientific Progress and Authoritative Opinions in all branches of Medicine and Surgery, drawn from journals, monographs and text-books of the leading American and foreign authors and investigators. Arranged, with critical editorial comments, by eminent American specialists, under the editorial charge of GEORGE M. GOULD, A.M., M.D. In two volumes—Volume I, including *General Medicine*, octavo, 700 pages, fully illustrated; Volume II, *General Surgery*, octavo, 670 pages, fully illustrated. Philadelphia, New York, London: W. B. SAUNDERS & Co., 1903. Per volume: Cloth, \$3 net; Half Morocco, \$3.75 net.

We do not know of any similar publication, either American or foreign, that can compete in any way with this excellent Year-Book, published by W. B. Saunders & Co. It is not an indiscriminate collection of extracts clipped from any and every journal; the matter is carefully selected, edited, and in numerous cases commented upon by the eminent authorities whom Dr. Gould has enlisted as his assistants. Every new theory and scientific discovery worthy of the consideration of the profession has found a place in this unusually complete Year-Book, and the names of the several editors are sufficient guarantee of a proper discrimination. The work comes to us in the same dress as last year—in two volumes. Volume I contains "General Medicine," and Volume II "General Surgery," the volumes being sold separately if desired. As usual the illustrative feature is well taken care of, there being 11 full-page inserts, besides many excellent text cuts. We strongly recommend Saunders' American Year-Book as the best work of its kind on the market.

Books, Pamphlets, Etc., Received.

The Anatomy of the Stem of Derris Uliginosa, Benth. An Eastern Fish Poison. By Pierre Félix Perrédès, B.Sc., F.L.S. The Wellcome Chemical Research Laboratories, Snow Hill, London, E. C.

The Chemistry of the Stem of Derris Uliginosa, Benth. An Eastern Fish Poison. By Frederick B. Power, Ph.D. The Wellcome Chemical Research Laboratories, Snow Hill, London, E. C.

The International Conference for the Unification of the Formulæ of Potent Medicaments. (Held at Brussels, September 15-20, 1902.) By Frederick B. Power, Ph.D. The Wellcome Chemical Research Laboratories, Snow Hill, London, E. C.

Proceedings of the National Wholesale Druggists' Association. In convention at Hotel Del Monte, Monterey, Cal., October 7, 8, and 9, 1902. Indianapolis: Joseph E. Toms, secretary.

The Bottler's Book, catalogue No. 36 of the Liquid Carbonic Acid Mfg. Company, Chicago, Ill., is a publication of some 200 pages, containing illustrated descriptions and prices of a large variety of the apparatus and supplies used by bottlers of soda beverages. It is one of the most useful catalogues and price-lists for the trade that we have seen in a long time.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements suggest improvements, and answer all questions coming within the scope of this department.

OPENING DAYS.

THERE are a good many people, including some of those who charge for advice, who think that in order to do good advertising it is necessary to be doing something unusual all the time; that noise and hurrah are necessarily a part of the campaign. Such ideas are always the product of the theorist and the amateur.

The dry goods man can have a dozen openings or special occasions throughout the year because his business provides a basis for them. There are occasions when a druggist can advisedly go into this sort of thing, and the time to do it is when there is an abundant reason for it.

The opening of a new or refurnished store, the starting of the fountain, the first display of holiday goods, an anniversary, etc., are suitable occasions; but to have a Rubber Goods Opening, an Easter or Fourth of July Opening, etc., is apt to be running the thing into the ground.

When an affair of this kind is given there should be no stinting of expense; it should be done right or not at all. Whether or not it pays nearly always depends on whether there is adequate justification for it. If gone into merely to have "something doing" it will not pay and the money spent can be better devoted to more legitimate if less spectacular methods of advertising.

CRITICISM AND COMMENT.

EDITOR BUSINESS BUILDING:

You state in a recent issue of the *AMERICAN DRUGGIST* that 2½ per cent. of the receipts should be spent in advertising. I would feel obliged if you would inform me if you mean money spent on all forms of advertising or on printing only.

CHAS. S. SCHUMANN.

NEW YORK.

The 2½ per cent. should ordinarily cover everything—printing, distribution and advertising expense of all sorts. The above figure is based on the requirements of the average store; there are many things which may modify it. If the advertiser is in debt, if he lacks experience in advertising, if he lacks the nerve to stick to his campaign in case the earlier results are not reassuring, it may be well for him to spend less.

On the other hand, if he has no debts, if he has confidence in advertising and knows how to do it, he can often profitably spend more.

Advertising is an investment, and those who have proved this or believe it without having proved it can frequently find reasons for spending considerably more than the figure stated.

A PROGRAMME AD.

Tuthill's Pharmacy, Middletown N. Y., send copy of programme furnished for a recent athletic meet. The matter used is all good and is well arranged. Not much is to be expected from advertising of this sort, but more returns are probable when, as in this instance, there are no other advertisers in the programme.

RURAL ROUTE TRADE.

EDITOR BUSINESS BUILDING:

Inclosed find some samples of advertising. I am considered a good advertiser, just because your advice has been followed. The AMERICAN DRUGGIST is worth its subscription price for the Business Building Department alone.

ERNST STALHUTH.

COLUMBUS, IND.

The principal circular inclosed was one addressed to people living along the rural mail routes and described what Mr. Stalhuth calls his Cash with Order Free Delivery System. He gives a list of half a hundred or more staple articles, including his own specialties, which he will deliver free to any one along the routes. The matter of ordering is simplified by instructions to check off on the list the articles wanted and then to inclose the list with cash in an envelope.

It would be well, I think, to send a heavy addressed coin envelope with the circular.

The circular is a good one and should be productive of results.

Rural route trade will repay developing anywhere.

Rural delivering is a success, it is extending rapidly and is bound to modify trade conditions.

Enterprising druggists should use every effort to get all possible good out of it.

AN ICE-CREAM FOLDER.

From Siegfried & Cook, Pittsburgh, Pa., comes a neat little folder advertising ice cream.

The arrangement of the folder could be improved, but the matter is excellent. It is as follows:

Frozen Sweets.

It may be of interest to you to know that we are supplying by measure the same delicious Ice Creams and Ices that we serve at the fountain.

Our modern Ice Cream Cabinet is so constructed as to keep the frozen sweets in nice hard condition, which accounts for a great portion of their goodness.

We can deliver Ice Cream at your home in convenient paper buckets, but would advise you to send a suitable vessel, which we can fill without packing so closely, making it nicer to serve at your table.

We have at all times two or three different flavors, the assortment changing as the different fruits come into season.

At present we are dispensing Strawberry, Pineapple and Vanilla at 40 cents a quart.

SIEGFRIED & COOK,

Druggists,
Alken Ave. and Walnut St.

SOME CURRENT ADVERTISING.

The ads shown in the next column are reduced to one-fourth their original size.

No. 1 is a good ad, and while it will not be very readable when reduced, it was in its original form very striking as to display. The argument is also excellent.

No. 2 is a good ad because it tells its story at a glance; it gets there whether the body of the ad is read or not.

No. 3 is part of a Pennsylvania druggist's ad upon his Cold Cure.

No. 4 has a poor heading and little merit otherwise, but was conspicuous upon the page upon which it appeared.

No. 5 is a good ad for the purpose for which intended. It reveals the character of the store better than most ads.

No. 6 is simply but strongly displayed. It is the sort of an ad that will stand out, no matter where it is put. The bold heading and the white space do it.

Quality In Wall. . . .
Paper Counts

The improvement in artistic wall paper within recent years has been remarkable. This improvement has been accomplished by a cheapening of the cost. It is now possible for people of moderate means to purchase artistic wall paper with same expenditure of money that was necessary a few years ago for paper much inferior in quality.

If you are going to buy wall paper this spring, why not have the best? You can get that of us. We carry the largest and the choicest stock in the city. Among our papers are, Velvets, silks and high grade tapestries—offering effects in the popular patterns but not so high as to drive out of the room, luxuries that are in perfect imitation of real leather that it requires the closest scrutiny to tell them from the genuine; beautiful wood effects and imported papers. Our removal sale makes the moderate prices on these goods 10 lower than ever.

I. W. LOWER,
207 S. Michigan St. Auditorium Block.

1

OPEN ALL NIGHT.

Our Prescription Department will be open all night after this date. There's no telling when you'll need prompt, reliable prescription service. But when you do please bear in mind,

JAS. R. HALLORAN, Prescription Specialist.
365 Main Street, Opp. Myrtle.

2

Id the Good Old Subber Tibe

Id the good old subber tibe,
Id the good old subber tibe,
Doshing secks to give be cold,
By health is best mibber:
Dosh by eyes are lank all day long.
Ad by dose rules all the oibe.
That's the reason why I e'g.
Id the good old subber tibe.
Id the good old subber tibe,
Id the good old subber tibe,
Stretchid ad subuddy fashid
Id the end so fide.
That old hoodidng dighid I'd e't.
Ad spood with by baby bide.
Dosh I log with a dab bad cold,
For the good old subber tibe.

NO NEED
To have your horse in a poor condition, when
Kenny's Condition Powders
Are so easily to be had, will give result that will astonish you and only
50c package

Sold at
DUNOON'S STORE.
Next Campbell's Grocery.

No Cigars.
No Soda Water.
No Candy.

We cater to the wants of physicians, nurses, and their patients. In a word we have endeavored to make our

Drug Department

Such as physicians' prescriptions, knowing their prescriptions will be properly prepared as directed, and a drug store where every man will feel that he can get just what is called for in the line of medicines and supplies of every description, got up promptly, and at the right price.

Having the patronage of physicians of all schools of practice our stock includes probably a larger variety of remedies than any other store in the state, and with a spacious laboratory, and more than twenty experienced pharmacists to better service.

We solicit your orders for everything you need, either in person, by mail or by telephone.

E. L. WASHBURN & CO.

Manufacturing and Prescription Druggists.

140 CHURCH and 61 and 63 CENTER STS

5

That Cough

May lead to a coffin, if you don't buy some of our Cough Drops. We have pure horse-hound lozenges and stick candy, Smith Bros. Red Cross and Quaker Cross Drops and three different kinds of Menthol Cough Drops.

S. C. Black

6

NO NEED
To have your horse in a poor condition, when
Kenny's Condition Powders
Are so easily to be had, will give result that will astonish you and only
50c package

Sold at
DUNOON'S STORE.
Next Campbell's Grocery.

No. 7 is a reading notice, a good kind of ad where there are not too many doing the same thing, and in any case better than locals.

Antitoxin Standards for the Pharmacopoeia.

On May 12 there will be a meeting of the Sub-Committee on Antitoxin of the Committee of Revision of the United States Pharmacopoeia, in Washington, when it is hoped that a conclusion will be reached in relation to the introduction of antitoxin into the Pharmacopoeia. On March 7 the members of the Antitoxin Committee met at Prof. Joseph P. Remington's residence, 1832 Pine street. Professor Remington is chairman of the General Committee of Revision of the Pharmacopoeia. Those present were Dr. Theobald Smith, of Harvard University, who presided; Dr. E. M. Houghton, Detroit, Mich.; Dr. Joseph J. Kinyoun; Dr. William H. Park, Department of Health, Borough of Manhattan, New York; Dr. Herbert D. Pease, New York State Department of Health, Albany; Dr. M. J. Rosenau, director of the Hygienic Laboratory, United States Public Health and Marine Hospital Service, Washington; Dr. H. A. Hare, Philadelphia, and Surgeon Thomas C. Craig, United States Navy, Brooklyn. The members of this committee are well-known specialists. Two meetings were held, and it was decided to make a test and report at the meeting in Washington on May 12. It is generally believed that the committee will recommend to the General Committee the adoption of a standard for antitoxin serum. With the exception of Germany, no other country has adopted a standard, although antitoxin has been in use all over the world. The United States Pharmacopoeia has been under the surveillance of the Revision Committee for three years. It is expected that it will be completed and published early next year.

Opportunities for Export Trade.

(Written for the American Druggist.)

AMERICAN CHEMICALS AND DRUGS FOR THE ORIENT.

By ERNEST C. MEYER,

United States Deputy Consul, Chemnitz, Germany.

WHILE the United States is a heavy importer of drugs and chemicals and a large consumer, there are, nevertheless, certain lines of manufactures in this class in which such high excellence and proficiency has been attained that competition in the wide foreign markets has been most encouraging and has brought rich returns. While American exporters of drugs and chemicals are undoubtedly employing good business methods and are pursuing their trade with great activity, the writer may be pardoned for suggesting that from what he has gleaned here and there when perusing German trade journals and German consular reports, he is led to believe that there nevertheless remains a wide and fertile field which has been but superficially worked by American exporters of drugs and chemicals, and which offers great possibilities to those who will adopt the best and most effective methods of working it.

I have in mind, above all, the numerously populated and almost boundless areas of the Far East, India, China and Japan. It must not be forgotten that while civilization is making giant strides in the West, the peoples of the East are also rapidly developing to an appreciation of better things. The needs, in all departments of life, among these millions of the Orient, who live in the real Ophir of to-day, are fast increasing. Ever since Perry knocked at the gates of Japan and enlisted these people on a mission for higher things, the awakening to a new civilization has been spreading rapidly throughout the Orient, and has aroused the people to a desire to enjoy some of the advantages of the West. To still this craving the far-come merchant has long been upon the field, and has with each succeeding day found his task increasing and increasingly profitable. Take Japan for example.

THE JAPANESE HAVE A HANKERING FOR THINGS AMERICAN.

He has adopted American customs for his home, and has accepted American business methods for the making of his livelihood. He has a fond liking for all that bears the American stamp and buys everything that he can make use of. An American drug of intrinsic value—that is, a drug not intended to perpetrate a fraud or imposition—though unknown to the people, ought to sell like hot cakes when once interest has been aroused. In fact, it seems to the writer that in no country could a quicker trade footing be obtained by American manufacturers and importers than in Japan. Though by no means presuming to possess any special knowledge on foreign trade conditions in drugs and chemicals, the writer takes the liberty of putting the serious question to the American exporter in the drug and chemical line as to whether or no he is satisfied in his own mind that he has given the Japanese markets, as well as the even more lucrative domains of China and India, Siam, etc., all the attention which the importance of these markets deserves.

THE IMPORT TRADE OF JAPAN.

Let us take a brief look at the import trade of Japan in drugs and chemicals during the year 1901. The total amount imported in this line was \$2,704,205, and most of this trade was carried on by way of Kobe. Because of the excess of imports in this year, as well as because of the trade depression prevalent in the country at the present time, the import in drugs and chemicals for the year 1902 fell behind that of the preceding year by about \$500,000. Germany leads all nations in this trade. Among the more important commodities imported may be enumerated the following: Glycerin, to the amount of \$137,600 in 1901, as against \$44,650 in 1900. Germany alone supplied \$97,082 of this article in 1901. Saltpetre is being imported in rapidly increasing quantities, and comes largely from East India, though the German import grew from \$3,200 to \$21,690.

AMERICAN ALCOHOL GAINS GROUND.

The importation of alcohol, which it was feared would be greatly restricted by the high protective tariff, nevertheless continued to increase. Japan must rely almost solely upon foreign markets for this commodity. Pure alcohol, which is shipped from America in wooden casks, and from Europe in tin cans, was imported to the amount of \$84,900 in 1901. The German share of this trade fell from \$36,600 to \$19,000 during

this year, as a result of American competition, as the German Consul at Hogo and Osaka reports to his Government. The American import increased from \$17,700 to \$52,000 in 1901, largely because of the more convenient and practicable methods of transportation employed in the importation of alcohol, as this German Consul has informed his country. Salicylic acid was imported to the amount of \$50,400 and came solely from Germany, as in past years.

INCREASED USE OF DYESTUFFS IN JAPAN.

The importation of dyestuffs has rapidly increased during the last years and has a most promising future. The explanation is to be found in the phenomenal development of the textile industry of Japan of recent years, in which the following colors find most prominent application: Indigo, aniline, purpurite, Campeachy wood and ultramarine. In the colored paper industry also increasing quantities of foreign dyestuffs are being consumed. The total import of dyestuffs in 1901 amounted to the significant figure of \$2,680,000. The total annual consumption of indigo in Japan is estimated at about not less than 10,000,000 yen, or \$5,000,000. More than half of this amount is supplied by Japan herself. The foreign indigo is, however, steadily gaining upon the local article because of its superiority, the Japanese indigo possessing a coloring value of but 5 per cent. The main countries participating in the indigo import trade are the following: British India, with \$716,000 per year; the Netherlands, with \$425,000 per year; Germany, with \$124,000 per year; Great Britain, with \$45,000 per year; total, \$1,336,000 for 1901. The import from Germany grew from \$26,000 in 1899 to \$124,000 in 1901, and finds its explanation largely in the successful competition of Germany's artificial indigo. Aniline and purpurite are imported from Germany to the value of \$367,000 in 1901; from Switzerland to the value of \$56,600 in 1901, and from France to the value of \$51,000 in 1901. The consumption in this line is fast increasing. Printing ink is, according to the report of the German Consul at Hogo, imported almost exclusively by the United States. A cheap grade of printing ink is manufactured in Japan, but the American article is rapidly growing in popularity.

HOW GERMANY IS PUSHING TRADE.

While the above presents a glimpse of the foreign trade in the most important drugs and chemicals for Japan, it may be suggested that undoubtedly much business can be done in that country with the numerous lately discovered compounds and preparations of great value, as well as in creams, salves and other external applications; also in accessories, as powders, brushes, glasses, small surgical appliances, etc. Certain German manufacturers are pushing their Eastern trade in this line in the following way: They send out extensive sampling outfits of the most varied character to trustworthy firms, or agents, and wait for orders. Many things they send are entirely unknown to the Oriental people, but the sight of them strikes their taste and fancy and opens the market. The writer has personal knowledge of such methods having been used in the Philippines, as well as in Japan, with success. Let us remember that systematic campaigning yields rich results in the Orient.

Pharmacy in Zanzibar.

It may not be generally known that since 1894 the Sultanate of Zanzibar has possessed a law as to the sale of poisons which, if not ideal, is probably as stringent as the conditions of life in the State permit. According to the *British and Colonial Druggist*, the regulations are as follows: Every person selling any of a number of specified articles (the list comprises arsenic and its preparations, cyanide of potassium and all metallic cyanides, corrosive sublimate, oxalic acid, tartar emetic, aconite, belladonna, calabar bean, chloroform, cocculus indicus, datura, ergot of rye, henbane, nux vomica, strychnine, prussic acid, St. Ignatius bean, cantharides and opium) has to take out a Government license. This license, which is annual, and for which no charge is made, is only granted to persons possessing a certificate of competency to dispense drugs awarded by some properly constituted authority in the country of origin, except that persons who were engaged in dispensing at the time of the passing of the act are not required to possess a certificate of this character, but the license may be withheld on the grounds of bad conduct, or of incompetency in the case of persons not holding a recognized diploma. Every sale of a poison must be properly registered, and particulars similar to those required in Great Britain must be entered. The regula-

tions as to a sale to a person unknown to the vendor also follow British law. There is an additional provision, however, forbidding sales of poison to persons under 18 years of age. Every poison sold must be labelled with the word "Poison" in capital letters on a red label, and with the name of the seller and the name and contents of the package.

The regulations as to labelling and registration do not apply to medical prescriptions. The sale of a poison without a license is punishable for a first offense by a fine not exceeding 200 rupees, and for a subsequent offense the fine may be as high as 1,000 rupees, with or without imprisonment for three months. The penalty for breaches by the vendor of the sections dealing with registration of sales, labelling, etc., is a fine for each offense not exceeding 200 rupees, and forfeiture of license may be ordered by the court in cases of habitual disregard of the regulations. Purchasers giving false information in the case of particulars required for the registration of sales are also liable to a fine (maximum 200 rupees)—a provision which might with advantage, we think, be adopted in every pharmacy law.

Americans Awake.

[From the British and Colonial Druggist for January 30.]

In saying that commercial Britain must keep a wide eye on commercial America we utter no original sentiment. We emphasize it now because of one or two signs which, with no desire to exaggerate their importance, we mention for the information of our wholesale friends. It is known that the remarkable prosperity of the United States has received something in the nature of a check, which probably accounts for the charges of apathy and neglect, of which Uncle Sam stands self-accused. It is strange to find cute Brother Jonathan, who has always prided himself on his ability to lick creation in all spheres of activity, condemning himself in those very particulars in which he has advertised the played out Old Country as most deficient. But the pessimistic reports of the experts on American trade in the New York Times show there is an effort to stir to renewed efforts the commercial community of the States. Moreover, while American business men are generally urged in this direction through the medium of lay papers, particular sections find columns in their trade papers devoted to the same object. An example is our enterprising contemporary, the AMERICAN DRUGGIST, which sets apart considerable space to detailed consular and expert reports, urging the adoption of certain methods to secure trade openings abroad for American goods. We see in epitomizing headlines the announcement that Siam is a prolific field for commercial exploitation; that an American house is needed at Bangkok, and that there are bright prospects for trade in that region. There is not in the whole of Siam, says the American Consul-General at Bangkok, one house to push American trade, while other nationalities are well represented. Yankee trade with Europe is also criticized adversely. Their Consul at Havre discusses whether more American manufactured goods could not be exported to France and cites chemical products as among those articles of United States manufacture which are not found in the French market. Accompanying this is a suggestion that the commercial agreement between the two nations should be extended so that freights and customs duties should not handicap the American shipper against his English and German competitors. With this also are special "tips" for meeting the needs of foreign customers. In this connection our American pharmaceutical contemporary, which is advocating the extension of the export trade in American pharmaceuticals, sundries, glassware, soda fountains, etc., says:

"The United States has the raw material, the manufacturing facilities and the capital to enable it to meet competition in any market. All that is required is for merchants and manufacturers to learn to adapt their products and their business methods to the wants of the foreign consumer, and to let the foreign consumer know that he can buy better goods at better prices in the United States than he can anywhere else in the world."

We think British manufacturers should be cognizant of these efforts across the Atlantic, and energize themselves to an equal degree. It is, we would add, satisfactory to note that the enervating pessimism which has prevailed in this country as regards British trade is yielding to a livelier hope in future prospects. A pleasing optimistic note was effectively struck the other day by the president of the Board of Trade, who pointed to the latest returns concerning our exports and imports, tonnage cleared and entered at British ports, home railway statistics and clearances at the London Bankers' Clearing House as evidence of greater present and possible future prosperity. We also have had this sentiment echoed

by the Chancellor of the Exchequer, who saw no reason to fear that the buoyancy and stability of British trade were in any way adversely affected.

To Aid American Commerce.

American newspaper men, in conjunction with French and American economists, have devised a novel scheme to fight the threatened European tariff coalition against the commerce of the United States. It contemplates the publication in Paris of a commercial newspaper devoted to cultivating better relations between the European nations and the United States.

This plan was agreed upon at a meeting in the Grand Pacific Hotel, Chicago, on April 8, Charles A. Hundt, of Chicago, and E. De Valcourt, of the Crédit Lyonnaise, are leaders in the movement. The name of the paper will be *Le Commerce d'Amérique Avec les Pays d'Europe*.

Consuls of France, Italy, Russia, Belgium, Switzerland and other European countries, it is said, have assured the support of their respective Governments to the promoters. Among business men supporting the plan are Volney W. Foster, James H. Hyde, James Deering, Alexander H. Revell, Charles R. Crane and William F. Warren.

Manufacture of Quartz Glass in Germany.

Under the heading "A New German Industry," German papers state that the manufacture of quartz glass is rapidly developing in this country.

Richard Guenther, Consul-General for the United States at Frankfort, writes that quartz glass consists essentially of melted quartz, which is made into tubes and other articles. It is perfectly translucent. The initial experiments in the manufacture of the new glass were made in England, but a firm at Hanau, a few miles from Frankfort, were the first to place quartz glass apparatus upon the market.

The manufacture of quartz glass is yet in its infancy, but has already shown symptoms of vigorous growth. While two years ago England led in its production, she has since been relegated to second place by Germany. Everybody who knows the properties of quartz glass admits that it will soon replace ordinary glass for many uses. It is only a comparatively short time since German manufacturers revolutionized the manufacture of optical glasses and obtained a monopoly of this important industry, and there is reason to believe that this will be repeated with quartz glass.

If quartz glass can be produced at a moderate price—and this seems to be quite possible where electric force can be cheaply obtained from water power—it will no doubt be largely employed, especially in the chemical and electrical industries.

The Tabloid Trade Mark Rights.

An important action will be heard in the English courts soon in regard to the use of the word "tabloid" by a provincial firm. The late S. M. Burroughs went to England in 1879 with several agencies for American pharmaceutical products, amongst them Wyeth's compressed tablets. When he was joined in partnership by Henry S. Wellcome they commenced to manufacture compressed tablets on their own account, and in 1884 registered the word "Tabloid" as a trade mark for such goods. Hitherto their title to that word has not been disputed and an enormous business has been built up in compressed goods. They employ nearly 1,000 persons in London and at their various branches abroad. In the few cases of legal proceedings that they have hitherto taken against persons who used the word "Tabloid," or dispensed or sold as tabloids compressed tablets not of Burroughs, Wellcome & Co.'s manufacture, the courts have granted them injunctions, but in the case now pending the defendants are applying to have the word "Tabloid" struck off the Register of Trade Marks, and it is probable that the case will be fought to a finish.

Ohio Druggists Start a Buying Club.

CLEVELAND, OHIO, March 25.—Fred C. Herbst, of Columbus, former chief drug inspector under Dairy and Food Commissioner Blackburn, is in Cleveland, working on the organization of the Ohio Drug Buyers' Association, to comprise 100 retail druggists throughout the State. Not more than six members from Cleveland will be accepted. The plan is to buy direct from the manufacturers in sufficient quantity to meet the needs of all the association membership and thus avoid the middle-man in the business. Headquarters will be in Columbus, with buying offices in New York.



CHARLES LEEDOM.

President of the Philadelphia Association of Retail Druggists.



J. F. KEISER.

Organizer for Philadelphia of the N. A. R. D.



CHARLES REHFUS.

First Vice-President of the Philadelphia Association of Retail Druggists.

PHILADELPHIA ORGANIZED.

New Price List in Effect—District Organization Perfected—Enthusiasm in the P. A. R. D.—A Thousand Dollar Check for the N. A. R. D.

Philadelphia, April 7.—For the first time for many years the druggists of this city are working in harmony. This state of affairs has been brought about in great measure by Organizer J. F. Keiser. He has been more successful than the most sanguine expected. On April 1 the new price list went into effect, and there has been little trouble experienced in having the druggists enforce it. There is more interest taken in the retail association than ever before, and it is predicted that before the year is out every druggist in this city will become a member.

The retail drug trade has been divided into 14 districts. The officers of each district are as follows:

DISTRICT.	CHAIRMAN.	SECRETARY.
First.....	S. B. Davis.	J. O. Moore.
Second.....	W. H. Ricker.	Wm. Bell.
Third.....	Henry Nicoud.	Jas. L. Joffe.
Fourth.....	C. S. Cameron.	Jos. Marsden.
Fifth.....	Ed. C. Stout.	Walter H. Umstead.
Sixth.....	George T. Lambert.	Chas. H. Riegel.
Seventh.....	A. H. Hesseke.	W. E. Supplee.
Eighth.....	W. H. Lacey.	Nelson Fry.
Ninth.....	J. W. Raker.	C. W. Shull.
Tenth.....	H. J. Siegfried.	John T. Shaw.
Eleventh.....	W. H. Sutton.	N. A. Cozens.
Twelfth.....	A. J. Frankenberger.	G. Eberly.
Thirteenth.....	Lewis J. Steltzer.	Jas. H. Berberick.
Fourteenth.....	Harvey H. Mentzer.	Wm. G. Toplin.

The districts are as follows: First district, all that territory from the east side of Broad street to the Delaware River and south of Washington avenue.

Second: From the west side of Broad street to the Schuylkill River and south of Washington avenue.

Third: From the east side of Broad street to the Delaware River and from Washington avenue to Market street.

Fourth: Broad street to the Schuylkill River and from Washington avenue to Market street.

Fifth: All of West Philadelphia south of Market street.

Sixth: All of West Philadelphia north of Market street.

Seventh: Broad street to the Delaware River and from Market street to Girard avenue.

Eighth: Broad street to the Schuylkill River and from Market street to Girard avenue.

Ninth: East of Front and north of Girard avenue to Lehigh avenue.

Tenth: Lehigh avenue north, including Frankford, Bridesburg, Holmesburg, Fox Chase, east of Front street.

Eleventh: Girard avenue to Lehigh avenue and Front street to the Philadelphia & Reading Railroad.

Twelfth: North of Girard avenue, between the Reading

Road and Germantown Junction and the Schuylkill River to Lehigh avenue.

Thirteenth: North of Lehigh avenue to Cayuga street, from Fairmount Park to Front street.

Fourteenth: Germantown, Chestnut Hill, Manayunk and Wissahickon.

All the details of this work were perfected by Mr. Keiser. He got the various district committees at work and enthused new life into the association. The district meetings are all held after 10 o'clock at night, and they are well attended.

ENTHUSIASM IN THE P. A. R. D.

On April 2 there was a special meeting of the Executive Committee of the local association. This conference was held for the purpose of ascertaining how the new schedules were put out. It was found that out of 791 only 12 dealers had not received the new book of prices. These books were distributed by the district organizations. On the following day the regular monthly meeting of the Philadelphia Retail Drug Association was held. This was one of the most enthusiastic meetings ever held by the druggists in this city. They were so well pleased that many of them seemed to be so highly charged with the bright future that they resembled the fizz department of their stores. The various reports of the district officers were received, and they were all of an optimistic character. There were only a few complaints, and most of them were straightened out within a few days. Now all druggists are abiding by the new schedule.

DR. NOEL MAKES AN ADDRESS.

The meeting was addressed by the chief national organizer, Dr. Joseph R. Noel. He spoke favorably of the conditions in New York, and expected to have the druggists there in shape within a short time. He paid a glowing tribute to Mr. Keiser, and stated that the work he had done in this city was the most successful that has ever been done in the history of the National Association of Retail Druggists.

THE LARGEST CHECK FOR NATIONAL DUES EVER DRAWN.

His remarks made the members feel quite satisfied with the outlook, and when the proposition was made to send a check for \$1,000 for 500 dues to the National Association, it was unanimously acted upon. This is the largest check ever received by the head body on account of dues. A short time ago, when the dues were increased from 50 cents to \$2, it was thought there would be a great falling off in members from this city.

NATIONAL ORGANIZERS AT WORK.

This city is to be the headquarters of Mr. Keiser for some time. He has assisting him, A. F. Campbell and Robert Bytun. The local association is much pleased with his work, and the association has voted to pay \$75 a month toward the expenses of the organizers. While Philadelphia is to be the hub, other cities within 50 miles are to be looked after. Visits

have been made to Trenton, and the retail druggists have been brought into line by Mr. Keiser. A new price schedule is now being printed, and it is to be put into operation as soon as possible. The new prices are about 15 per cent. above the old ones.

WORK IN THE OUTLYING CITIES.

For three days Mr. Keiser labored with the druggists of Pottsville, and they soon came under the power of the hypnotist and adopted a price schedule which is an increase of about 15 per cent. over the present prices. The same result was obtained in Wilkes-Barre, Chester and Norristown. In



WILLIAM E. LEE,

Second Vice-President of the Philadelphia Association of Retail Druggists.

Akron, Ohio, the retail drug trade is badly demoralized, \$1 goods are sold as low as 60 cents. This place is to be visited by the spellbinders. Richmond, Va., is also another bad city which is to be looked after shortly. Norfolk, Petersburg, Va., Roanoke, Youngstown, Ohio, are among some of the cities that are to be taken in hand.

OFFICERS OF THE LOCAL ASSOCIATION.

The officers of the Philadelphia Association of Retail Druggists are as follows: President, Charles Leedom; first vice-president, Charles Rehfus; second vice-president, William E. Lee; third vice-president, Robert McNeil; treasurer, G. W. Fehr; financial secretary, C. W. Shull; recording secretary, D. J. Reese. Executive Committee: Chairman, T. H. Potts; Jacob Epstein, W. H. Poley, W. L. Cliffe, Jacob M. Baer, H. C. Blair, N. F. Weisner.

Oral Agreements Not Good in Law.

UTICA, N. Y., April 8, 1903.—On March 31, Justice of the Peace William E. Harter granted the Dr. George Leininger Chemical Company, of Chicago, a judgment for the sum of \$65 against Coxon & Roberts, druggists, of Utica, the decision being the outcome of an action brought against the latter firm by the Chicago Company. The action was brought to recover for merchandise sold the defendants. Coxon & Roberts claimed that they had ordered the goods under an agreement whereby they were to be the sole agents for the goods in Utica, and that the plaintiff had violated this agreement by placing similar goods on sale in other stores in Utica. They also claimed that they had suffered damages thereby, and put in a counter claim for \$100. At the trial it developed that the agreement had been made orally by the plaintiff's agent. The justice refused to admit the oral agreement as evidence, and therefore granted the judgment.

The Delaware Board.

At an examination held recently at Wilmington the following candidates were successful: Registered pharmacists, Edgar B. Fell, Wilmington, and Samuel R. Ewing, Philadelphia; qualified assistants, Helen C. Carter, Wilmington, and Ernest A. Pruitt, Milford.

LORD, OWEN & CO. FAIL FOR A LARGE AMOUNT.

Liabilities, \$762,730; Assets, \$315,537.

(Special dispatch from our Regular Correspondent.)

CHICAGO, April 9.—Lord, Owen & Co., one of the largest and oldest wholesale drug houses in this city filed a petition in bankruptcy to-day, declaring themselves to be insolvent and asking to be relieved of their debts individually and as members of the firm. The liabilities of the partnership were placed at \$762,730, and its assets at \$315,537. John J. Williams was appointed receiver under a bond of \$500,000, one of the largest bonds ever filed here. The refusal of the Bankers' National Bank to carry the firm for \$80,000 caused the collapse, which produced a sensation in the trade. The failure was due to shrinkage in value of bicycle and mining stocks. Business will be absorbed by another wholesale house.

PROBABLE FATE OF THE RETAIL STORES CONTROLLED BY THE FIRM.

CHICAGO, April 10.—The fate of the eleven retail drug stores controlled by George S. Lord remains in doubt. If they are personal property they will go into assets; if bought with money of others they will not. Mr. Lord had \$1,000,000 in bicycle trust stock, which had shrunk badly. Missouri zinc and lead mine stock was invested in later with bad results. The banks acted so quickly that the firm's attorney, who was out of town, could not be reached and an incomplete schedule was filed. Judge Kohlsaat, who appointed John J. Williams receiver, placed the receiver's bond at \$500,000. Mr. Williams is now going over the books and taking stock. Individual schedules were filed in which James R. Owen claimed exemption on assets only consisting of \$100 wearing apparel, \$250 cash, life insurance policy \$5,000. George S. Lord's personal debts were placed at \$167,250, with assets of \$121,480, while Thomas Lord filed a statement showing debts \$37,525; assets, \$124,600.

DR. NOEL IN NEW YORK.

Pleased with the Outlook—To Organize by the District Method—Co-operation of Existing Associations Invited—A Minimum Schedule to be Adopted—A Meeting to be Called This Week.

The N. A. R. D. campaign for organizing Greater New York was actually opened last week when Dr. Joseph R. Noel, the general organizer of the national association, took up his headquarters in New York, and commenced to make systematic calls upon the trade. The success which he has met with in the short time he has been at work has been much commented upon, and the doctor himself is so well satisfied with the outlook that, after arranging for a meeting to be held some time this week, he will leave the field for another territory, placing Greater New York in charge of one of the most successful organizers on his staff, Dr. N. W. Hoffman, who is so well known in the New England territory for his active and successful work there.

DR. NOEL INTERVIEWED.

Dr. Noel was interviewed by the AMERICAN DRUGGIST a few days ago, and being asked in regard to the line of action which the National Association of Retail Druggists was likely to adopt in organizing Greater New York, he said:

"Conditions are so notably chaotic in New York City that it is an extremely difficult matter to state with any degree of reliability what will be the final plan adopted, but so far all the representative dealers whom I have interviewed appear very willing to make reasonable concessions in expectation of attaining that degree of harmony necessary for the success of the organization."

"Then, it is the intention of the national association to form the existing local associations into branches of the national body?" asked the reporter.

"The only way to arrive at a satisfactory result in organizing large cities is by the district method. In consequence of this the existing associations will not be asked to affiliate with the

N. A. R. D. as such, though of course we not only want the active co-operation of these associations, but of the members as individuals in their respective auxiliary districts. There is no desire to ignore any existing association or other group of dealers."

"What progress have you made thus far in interesting the retail druggists and others interested in your plan of campaign? You have only been a few days in New York, it is true, but our readers would welcome some expression from you regarding what you consider the outlook for a harmonious union toward an era of better prices."

"Naturally I will be compelled to take the initiative to a certain extent in order to get some kind of a start, but I trust the readers of the AMERICAN DRUGGIST will understand that I am acting entirely in their interest in so doing. At the present time it appears to me that if a conference of representative dealers could be arranged some minimum price schedule could be formulated in advance of the actual district organization work. I am at the present time engaged in an endeavor to interest the department stores in sending a representative to such a conference. I have succeeded in obtaining the consent of the representative so-called cutting and non-cutting druggists to participate, and if I am equally as successful with the department stores this conference will be called some day next week."

"With such a starting point for a schedule, which will be the nearest approach to bed rock that we hope anything in the schedule line in New York City will ever reach, we will have something to build upon, and can then go ahead with our district organization work. The auxiliary districts can then adopt their own individual schedules if they decide to make any changes over the minimum one for Greater New York. Of course, it is not to be expected that those who are selling at higher prices now, or that those who can obtain better prices later on, will come down to this schedule, but that they will simply consider it a minimum below which no one in the city will sell. In the very nature of things it must be understood that this minimum schedule, if one is adopted, will not approach the present selling price of many of the dealers in this city, but these dealers will have the satisfaction of knowing that no one in the city is selling below that schedule, and then there will be some degree of uniformity to the retail drug business where now there appears to be none."

"It almost seems as though I were counting my chickens before they were hatched in going thus fully into the general plan I have adopted, but I desire to have as many druggists acquainted with the plan of procedure as possible, and not only invite them to make suggestions, but sincerely hope they will do so in the effort to get the wretched conditions now existing in this city satisfactorily adjusted. I trust no one will conceive the idea that he or his association or the interests he is identified with will be in any way ignored. Above all things, I would especially request you to tell your readers that there will be no attempt at coercion or threats. If we cannot appeal to each and every dealer from a business point of view we will not blame him if he does not co-operate."

It is Dr. Noel's intention to remain in New York until April 17, when Dr. N. W. Hoffman, who has been appointed resident organizer of the N. A. R. D. for New York, will assume charge. Dr. Hoffman's headquarters will be the Herald Square Hotel, at Thirty-fourth street and Broadway.

THE CHLORAL HYDRATE CUSTOMS CASE.

Case Soon to Come Up for Argument in Circuit Court of Appeals—Salol and All Chemicals in Which Alcohol is Used in Their Preparation Will Be Affected.

A customs case of considerable importance to drug importers, and which involves the interpretation of the present tariff act as to the assessment of duty on the drugs chloral hydrate and salol, will soon come up for determination in the Circuit Court of Appeals for this district. The case is that of the United States *vs.* Schering. The litigation is of long standing. It has an interesting history, and the pending suit is really a test case in which many importers are concerned, for the same issue has arisen over their importations.

The merchandise in the case was originally assessed for duty by the Collector of the Port here at 55 cents a pound under paragraph 67 of the tariff, as "medicinal preparations in the preparation of which alcohol is used." The importers claim that it should be dutiable at 25 per cent. ad valorem under paragraph 68 as "medicinal preparations in the preparation of which alcohol is not used."

The controversy originated before the Classification Board of United States General Appraisers on the protest of an importer involving the same kind of goods and the same question. The Board decided in favor of the Government. The Treasury Department appealed to the United States Circuit Court for this district, which reversed the Board. The Government acquiesced in the Court's decision and re-liquidated entries at the rate of 25 per cent. ad valorem. Large sums were returned to the importers. Subsequently, however, the Treasury Department re-opened the whole subject, notwithstanding it had re-liquidated a substantial amount, which in any event cannot now be recovered. In cases of protests of importers which have since come before the General Appraisers, the Board has followed the decision of the Circuit Court sustaining the importers, and on appeal by the Government that Court has naturally followed its former ruling. The Government has now carried a test case to the Circuit Court of Appeals.

The decision of the Circuit Court referred to and rendered in January, 1900, held that salol is dutiable as a medicinal preparation in the manufacture of which alcohol is not used, even though, as was the case with the merchandise then under consideration, alcohol really was used. Judge Townsend said: "Salol is a medicinal preparation in the preparation of which alcohol may or may not be used. It is admitted that alcohol was used in the preparation of this particular salol. In these circumstances I am constrained to follow that portion of the opinion in *re* Battle, in which the court says: 'The result of holding the present importation dutiable under that clause (paragraph 74 was then under consideration) would be to impose a different rate of duty on the same drug, depending upon the process of manufacture.'" The case cited reversed the decision of the Board of General Appraisers in *re* Schieffelin.

THE NEW DOWLING-BOSTWICK BILL.

Interests For and Against the Bill.

The measure now pending in the State Legislature which is attracting most attention among all branches of the drug trade is the so-called Dowling-Bostwick bill, the measure having been put out as a combination of these two original bills. As a matter of fact the consolidated bill contains very little trace of the Bostwick bill. The latter in its original form was most vigorously opposed by the trade, and practically all of its highly objectionable features were dropped from the combined bill, especially the provisions requiring importers, manufacturers and others to attach certificates to every package of any drug imported, manufactured or sold, showing its purity, date of sale, &c. A hearing on the Bostwick bill was had at Albany on March 25, which was attended by a large delegation of druggists from this city, and it was at that time that the new Dowling-Bostwick measure was sprung on the trade quite unexpectedly. The bill as it stands is purely an anti-substitution measure, said to be backed principally by manufacturers. Many members of the trade, in fact, look upon it as the direct result of an associated or concerted movement among proprietors to secure drastic legislation along this line. Although this is denied by some of those who are in a position to know about it, there is good reason to believe that it is true.

Among those who attended the Albany hearing were Mr. Desmonde, of the Society of Medical Jurisprudence; John Lindsay; Prof. W. H. B. Sleburg; Albert Plaut; John M. Peters; Thomas Stoddart, president of the State Pharmaceutical Association; Felix Hirseman, of the German Apothecaries' Society; Arthur C. Searles, of the Manhattan Pharmaceutical Association; William Muir, of the Kings County Pharmaceutical Society; Dr. Albert H. Brundage, president of the New York State Board of Pharmacy; Albert Bruen; J. L. Hopkins; Thomas P. Cook; W. J. Evans; B. T. Fairchild; Frank Black; Dr. J. H. Wainwright; F. W. Rowley; R. W. Robinson; Sydney H. Carragan, of Parke, Davis & Co.; Henry T. Jarrett, of the Mallinckrodt Chemical Works; J. L. Snowber; C. D. Rosenkranz; William Mayer; W. T. Mingay; Col. Samuel J. Tilden; William Muench, of Syracuse; Warren L. Bradt, of Albany, the secretary of the New York State Board of Pharmacy, and George W. Thorpe, of the Syracuse Druggists' Association, Syracuse.

John M. Peters, of W. J. Matheson & Co., who was one of the delegation at the hearing on the Bostwick bill and who spoke in opposition to the measure, said to a representative of this journal that the new bill appeared to be an effort on the part of manufacturers of patent medicines and ethical preparations to invoke the criminal law to further their own ends. There were some features of the measure which he thought ought to be amended. Mr. Peters said that he wished to correct an erroneous impression which a question asked by a member

of the Committee on Codes at the close of the hearing led him to fear was conveyed by his remarks before the committee. "If anything said by me gave any member of the committee the impression that I favored substitution, I failed entirely to make myself clear," said he. "My contention is that that form of substitution which imperils human life or health is already made a criminal offence by Section 401 of the Penal Code, but that to prohibit substitution in every form, as it would be prohibited by the proposed amendment of Section 401, with the omission of three lines first inserted and afterwards stricken out, would practically forbid the efforts which every business man is constantly putting forth to displace his competitor's goods with his own.

"The meaning of the word 'substitute,' as it is generally accepted in relation to the dispensing of medicine, seems to me to accord with the letter and spirit of Section 401 as it now stands, and the purpose of the proposed amendment is to give to the word a significance so broad that to constitute it a criminal offence would be to place not only apothecaries, but grocers, liquor dealers, butchers and any one else who may be called upon to furnish any article demanded by medical practice, in danger of prosecution for a misdemeanor.

"The larger share of the preparations dispensed as a medicine are simply merchandise, and offences toward them should, in my opinion, be treated the same as would be corresponding offences toward a particular brand of flour or sugar or any similar merchandise. The existing trade-mark laws give the owners of so-called patent medicines or of ethical preparatory preparations which are chiefly represented in the advocates of this proposed amendment, all the protection enjoyed by the owners of any other proprietary merchandise.

"Section 401 of the Penal Code discriminates very properly between this class of merchandise, whether used as medicines or not, all of which are made official by the United States Pharmacopœia, and the misuse of which may imperil human life or health. In the event of life or health being endangered by any substitution of a known official proprietary preparation, the fact can be determined, but to assume that the substitution is a *prima facie* proof of danger is contrary to fact, and it is not reasonable grounds for making the offence criminal.

"As I have already stated, the trade-mark law affords redress to the manufacturer whose rights have been infringed by the substitution in the event of no danger to public health being shown, and the criminal code already provides ample protection where such danger is shown to have existed."

The new bill is reproduced herewith exactly as it came from the committee of the Legislature, in order that druggists may see just what changes are proposed. The parentheses contain parts of the old law omitted, the new matter being in quotation marks:

THE NEW DOWLING-BOSTWICK BILL.

Section 1. Section 401 of the Penal Code is hereby amended so as to read as follows:

Section 401. (Any apothecary, or druggist, or a person employed as clerk or salesman by an apothecary or druggist, or otherwise carrying on business as a dealer in drugs or medicines), "Any person," who, in putting up any drug(s) or medicine(s), "or food or preparation used in medical practice," or making up any prescription, or filling any order for "or selling any such" drug(s) or medicine(s), "food or preparation" (willfully, negligently or ignorantly) omits to label the same, or puts any untrue label, stamp or other designation of contents upon any box, bottle or other package containing a drug (or) medicine, "food or preparation used in medical practice," or substitutes, "or dispenses" a different article for "or in lieu of" any article prescribed (or) ordered, "required or demanded"—or puts up a greater or less quantity of any (article), "ingredient specified in any such prescription, order, requirement or demand," than that prescribed (or) ordered, "required or demanded," or otherwise deviates from the terms of the prescription (or) order, "requirement or demand," (which he undertakes to follow, in consequence of which human life or health is endangered), is guilty of a misdemeanor: "Provided, however, that, except in the case of physicians' prescriptions, nothing herein contained shall be deemed or construed to prevent or impair or in any manner affect the right of an apothecary, druggist, pharmacist or other person to recommend the purchase of an article other than that ordered, required or demanded, but of a similar nature, or to sell such other article in place or in lieu of an article ordered, required or demanded, with the knowledge and consent of the purchaser. Upon a second conviction of a violation of this section the offender must be sentenced to imprisonment for a term of not less than ten days nor more than one year, and to the payment of a fine of not less than ten dollars nor more than five hundred dollars. The third conviction of a violation of any of the provisions of this section, in addition to rendering the offender liable to the penalty prescribed by law for a misdemeanor, shall forfeit any right which he may possess under the law of this State at the time of such conviction, to engage as proprietor, agent, employee or otherwise, in the business of an apothecary, pharmacist or druggist, or to compound, prepare or dispense prescriptions or orders for drugs, medicines or foods or preparations used in medical practice; and the offender shall be by reason of such conviction disqualified from engaging in any such business as proprietor, agent, employee or otherwise, or compounding, preparing or dispensing medical prescriptions or orders for drugs, medicines, or foods or preparations used in medical practice."

The bill, if passed, is to take effect September 1, 1903.

PRINCIPAL BACKER OF THE BILL INTERVIEWED.

A well-known manufacturer of a proprietary article, who is one of the principal backers of the Dowling-Bostwick bill, talked

freely with a representative of this journal the other day as to the reasons why manufacturers wanted such legislation, but only on the condition that his name would not be used. His views are worth repeating, however, in this connection, because they are known to reflect the sentiment of a large number of manufacturers on the subject of substitution. He said in substance:

"We are only seeking to obtain our just rights in this matter. We are not trying to stop petty practices among retail druggists, but rather wholesale substitution by the latter, particularly in the compounding of prescriptions. When a physician writes for a certain make of any preparation he probably has some good reason for prescribing that make, and the law should compel the retailer to follow strictly the terms of the prescription. Otherwise the effect of the physician's prescription may be either nullified or greatly impaired. If the druggist hasn't that make in stock he should be required to communicate with the doctor and inquire if any other make would do just as well. It is impossible to secure a conviction under the Penal Code as it stands, because it is impossible to actually prove that life or health has been endangered by any substitution on the part of the druggist. As to the objection raised that the proposed bill compels the druggist to adhere rigidly to the terms of a prescription and therefore prevents him from correcting any possible mistake on the part of a physician either in writing an excessive amount of a dangerous ingredient or in prescribing an overdose of the preparation, no druggist, if he knew that the physician had made a mistake, would deliberately go ahead and put up the prescription which would endanger health or possibly life itself. He could communicate with the doctor, or could wait until able to do so. The retailer has no right to substitute even one make of an official preparation for another without the physician's knowledge or consent. The pending bill, if passed, would not give to proprietary medicine concerns a monopoly in the prescription business. The sale or use of proprietary preparations in compounding prescriptions would depend upon whether or not the physicians prescribed such preparations and to what extent. But when they are prescribed, such a law would insure their being furnished instead of being replaced by substitutes. If druggists wish to increase their profits by pushing national formula preparations instead of those put up by manufacturers, all well and good; let them get the physicians to prescribe "N. F." But where particular makes of such preparations are called for, it is only right and proper to all concerned that they be supplied."

The provision in the Dowling-Bostwick bill which forbids druggists to deviate from the exact terms of a prescription is strongly opposed by retailers. The latter contend that it is no crime to substitute another make of an official preparation if they do not happen to have the particular make called for. They see no harm in doing this when the article substituted is in all essential respects identical with the article prescribed. This provision is considered absolutely impracticable, for the reason that it would be impossible for the average retailer to carry a stock of every preparation made by all recognized proprietors.

OTHER MEASURES AFFECTING PHARMACY IN THE NEW YORK LEGISLATURE.

Of the other measures pending in the Legislature, the Soda-water bill is believed to be dead, at least it is still sleeping in committee, with little or no indication of being reported out. The Simpson bill, which seeks to allow dealers in all lines to handle poisons in original packages, is also thought to be dead. A hearing was had on this measure, at which influential drug interests advanced such strong arguments and objections to the proposed legislation that members of the committee were apparently convinced of its dangerous character and will probably refuse to report the measure.

Although various and repeated attempts to secure "poison cork" legislation in previous sessions of the Legislature have been defeated, another bill of that nature has just been introduced. The wording of the present bill is perhaps less objectionable than that of similar measures heretofore introduced, but while it is ostensibly general in its provisions, those who are opposing its enactment claim that it is nevertheless backed by Brooklyn interests, who now have a patented poison bottle cork on the market which is conceded to be the best thing of its kind yet produced, and who would undoubtedly be greatly benefited by the passage of the proposed law. The chief objection made to the bill, however, is that it is a most dangerous policy to seek to educate the public to rely upon the sense of touch alone to ascertain whether a bottle contains poison or not. It is claimed among other things that any kind of cork used might be put by mistake in another bottle, after it reaches the consumer, and dire results might follow. Even if the bill passes both houses, it is believed that Governor Odell will veto the measure.

The "poison cork" bill is Assembly bill No. 1733, and was

introduced by Assemblyman Bourke, of Buffalo. It provides that "no physician, surgeon, pharmacist, druggist or the assistant or clerk of any of them, nor any other person, shall dispose or give away any poison or poisonous substance, kept in a vial or bottle, unless the same is corked in such a manner that it will apprise the person uncorking the same, by the sense of touch, that the contents thereof are dangerous. This act shall apply to all substances kept or to be kept in bottles or vials that are now required to be labeled by the word 'poison.' This act shall not be construed to repeal any other law heretofore enacted on the subject of poisons, nor shall it apply to patent or proprietary medicines or to articles sold at wholesale in quantities of 1 pound or more."

The act, if passed, is to take effect immediately, and a violation of its provisions is made a misdemeanor.

NEW FLEDGED PHARMACISTS.

Northwestern University Graduates Seventy-three Pharmacists—Continuous Sessions.

Chicago, April 6.—Clad in caps and gowns, 73 members of the senior class of the School of Pharmacy of Northwestern University received their diplomas at the graduation exercises this afternoon in the assembly hall of the Northwestern University building, Lake and Dearborn streets.

Amid the applause of their friends and relatives, most of whom came from other cities to attend the exercises, the students marched into the assembly hall two by two, and then filed by President James, who presented their diplomas to them. Following the presentation of the diplomas President James addressed the students.

THE NEW PLAN OF THE UNIVERSITY.

He announced that the university had decided upon an important departure in the future organization and administration of the school of pharmacy. Instead of having a single session of six months, from October to April, the university has decided to adopt the system of continuous sessions as applied in departments at the University of Chicago.

The year will be divided into three terms, from September to January, January to May, and May to September. Students may enter at the beginning of any term and upon the completion of the required course will be graduated.

President James also called the attention of the graduating class to the fact that a properly organized school of pharmacy now offers instruction which is not simply adapted to training the pharmacist or drug clerk for his work, but, owing to the large emphasis placed on the scientific aspect of the subjects taught, the student is prepared for a wide range of employment, in which a knowledge of chemistry, pharmacy or botany is necessary or desirable.

Continuing he said: "The question is still a much debated one whether it is worth a man's while who is going into practical life of any kind to attend a college or university.

"There are many men who maintain that the proper place for the future pharmacist to get his training is in the drug store, washing down the floors, scouring out the bottles and delivering the medicines. On the other hand, we must face the fact that in every department of life in which scientific knowledge is of value the school can offer a more efficient training than the shop. The work of a pharmacist is based, or ought to be based, upon a thorough knowledge of chemistry, botany and the allied subjects. This scientific knowledge can be better obtained in a properly equipped and properly organized laboratory than in any other way. That this proposition is coming to be generally accepted is proved by the rapid increase in the attendance at our schools of pharmacy.

"Now why should a student attend a university school of pharmacy rather than a school which is independent and has no relation to other departments and other schools? Your own experience will doubtless answer that question. It is an education in itself to be a member of a large body, made up of many different individuals, with different training, with different ideas and ideals. It is a valuable training for the work of life outside which, after all, involves the tasks of knowing your fellow men and getting along with them and knowing how to manage them and to enlist their interest, help and support in your particular propositions.

"As a member of the university in which there are medical students, law students, students of theology and dentistry, general literature and science, you acquire a wide contact and touch with many different men of different minds and qualities, and this contact is itself an education.

"You should carry the interests of this institution and every department of it, as you go out, on your minds and hearts. Join your pharmacy school alumni association. Keep in touch with

your old classmates, become acquainted with the men who have preceded you, and also with the men who follow you. Do not fall out of touch with this never-ending stream of men and women, who are destined to make a continually greater and enduring impression upon our American life.

"Join the alumni association of the university and keep us informed of your movements; let us know what you are doing. Our fundamental purpose in this is to offer the very best training we can in the science and art of the profession, and then every man taking this as a single element in his life must work out his own salvation. I want to assure you, however, that whatever we can do we intend to do. We intend that Northwestern University shall be a cherishing mother to you, not merely in the years when you were under her immediate tuition, but in all the years to come, in every way. We ask you in turn to give to us that devoted life and service which the favored children of a loving mother should give."

Following is the list of the students who graduated:

C. E. Anding, Summit, Miss.; J. P. Andrews, Garret, Ind.; Thomas Arnold, Hastings, Neb.; Carlin Atterberg, Chandler-ville, Ill.; J. W. Baillie, Effingham, Ill.; R. H. Baltzer, Hickman, Kan.; E. W. Boring, jr., Salem, Ill.; S. W. Brown, Ringwood, Ill.; A. E. Buesch, Dubuque, Iowa; Guy Butler, Cambridge, Neb.; F. S. Childs, Keithsburg, Ill.; J. V. Cline, Marion, Ill.; T. J. Comer, Mauston, Wis.; A. S. Cooley, Savanna, Ill.; F. J. Dean, Waterman, Ill.; O. C. De Vine, Marietta, Ohio; G. R. Douglas, Menno, S. Dak.; F. H. Dunne, Peoria, Ill.; Robt. Elliott, Washington, Ill.; H. E. Erickson, Chicago; S. M. Farrar, Chicago; H. B. Felts, Barron, Wis.; J. J. Fettgatter, Dubuque, Iowa; G. A. Frantz, Miller's Station, Pa.; W. E. Frederickson, Ottumwa, Iowa; Thomas Gessner, Springfield, Ill.; H. R. Gilbertson, Decorah, Iowa; L. R. Gilton, Madison, S. Dak.; C. A. Hammet, Portchester, N. Y.; J. H. Hartman, Freeport, Ill.; D. W. Hill, Libertyville, Iowa; Louis Jaeger, Madison, Wis.; Mrs. Christine Jeffers, Bellevue, Iowa; A. S. Keir, Viroqua, Iowa; Harry Kneever, Sheboygan, Wis.; A. F. Kohn, Chicago; V. B. Kovarik, Chicago; W. A. Lamborn, Griswold, Iowa; W. E. Large, Springfield; F. C. Lien, Hillsboro, N. Dak.; Burt Locke, Freeport, Ill.; J. A. Loukota, Schuyler, Neb.; H. W. McClain, Tripp, S. Dak.; D. R. McCleery, Pawnee, Neb.; J. W. Malone, Chicago; S. V. Martin, Bancroft, Neb.; H. C. Megaw, Owaneco, Ill.; Edward Michael, Chicago; G. E. Milne, Morrison, Ill.; J. W. Neely, Chicago; D. A. Nywall, Chicago; A. E. Obenland, Pomeroy, Wash.; A. L. Rachac, Cummings, N. Dak.; P. C. Reed, Lincoln, Ill.; A. J. Reinholdt, Manning, Iowa; S. N. Rinde, Grafton, N. Dak.; E. A. Seck, Evansville, Ind.; Gustav Schmlerer, Scotland, S. Dak.; H. A. Sharpe, Sussex, Wis.; W. E. Simpson, Pleasant Plains, Ill.; E. M. Smith, Savanna, Ill.; Benjamin Spear, Chicago; A. W. Stahl, Chicago; C. S. Steele, Kentland, Ind.; M. A. Sudoth, Friars Point, Miss.; C. H. Swanson, Clarinda, Ind.; Julius Tank, Manning, Iowa; J. A. Turner, Antioch, Ill.; S. S. Vick, Carterville, Ill.; R. E. Vincent, Letts, Iowa; C. E. Walker, Quincy, Ill.; O. S. Wertz, Sterling, Ill.; C. M. Whitby, Dubuque, Iowa.

Prof. J. B. S. King, of Herring Medical College, also addressed the students and their friends and relatives on The Pharmacy of Hahnemann.

ALBANY COLLEGE P.H.G.'S.

Annual Commencement—Graduates Listen to an Excellent Address by Supreme Court Justice Herrick.

(From our Regular Correspondent.)

Albany, N. Y., April 6.—The commencement exercises of the class of 1903, Albany College of Pharmacy, were held in Odd Fellows' Hall, in this city, on Tuesday evening, March 31, and were largely attended. The programme was as follows: Overture, "King Dodo;" prayer, Rev. Calvin H. French; address of welcome, Willis G. Tucker, M.D. (dean of the faculty); selection, "The Chaperones;" conferring of degrees, Andrew V. V. Raymond, D.D., LL.D. (chancellor of the University of Union); cello solo, "Romanz," Arnold R. Janser; address to the graduates, Supreme Court Justice, the Honorable D. Cady Herrick; intermezzo, "In Old Alabama;" valedictory address, Frank S. Thyne; characteristic pastime, "Ping Pong;" presentation of prizes, Prof. Alfred B. Husted; finale, "Dixie Land."

ADDRESS BY JUDGE HERRICK.

The young graduates listened to an address by Supreme Court Justice Herrick, which was filled with the soundest wisdom. In his introductory remarks Judge Herrick told of the pleasing sound which the words pharmacy and pharmacist had for him. They carried him back to the days of alchemy and the alchemists; to those days when philosophers and others bent their energies to the transmutation of base metals into gold. Then followed some excellent advice to the young grad-

nate about entering into professional life. Judge Herrick's address was so much out of the usual order as coming from a layman that your representative has secured it for publication in full in the *AMERICAN DRUGGIST*. (The address will be found printed on page 189.)

LIST OF GRADUATES.

The following are the names of the graduates who received diplomas:

Nell W. Avery, Cairo.
Harold S. Barnes, Canton.
Albert C. Blichfeldt, Saratoga Springs.
Mary L. Brayton, Hartford.
Frederic D. Brown, Schenectady.
David D. Brown, Schenectady.
David E. Connery, Greenwich.
Wesley J. Haig, Madrid.
Howard H. Hawkins, Brushton.
Walter G. Ladd, Hoosick Falls.
John K. McDonald, Schenectady.

John T. McLaughlin, Boonville.
William E. Moats, Johnstown.
Frank F. Peters, Schenectady.
Dan W. Rich, Eaton.
Fred. N. Schutt, Gloversville.
George A. Scott, Sheffield, Mass.
Charles E. Stickles, Albany.
Charles R. Sweet, Millerton.
Charles S. Thyne, Johnstown.
Fred N. White, Albany.
James R. Wright, Glens Falls.

CERTIFICATES AND PRIZES.

Certificates of proficiency, which will be exchanged for diplomas when the holders have completed the requirements as to age or term of apprenticeship, were awarded to the following: Russell R. Atkins, Catskill; George Loderhouse, Monticello; Andrew W. McLaughlin, Albany; Everett K. Pangburn, Albany.

Having satisfied all requirements, the following students, who received certificates and passed two years, received diplomas: Theron R. Bradley, New York; Orville S. Clark, Albany; Nelford J. Plattner, South Norwalk, Conn.

The six cash prizes awarded for especially meritorious work were distributed. A prize of \$25 to senior student passing the best examination in all branches at the close of the session, to George A. Scott, of Sheffield, Mass.; \$20 offered by the Alumni Society to the senior student passing the best examination in pharmaceutical laboratory work and submitting the best set of preparations made there, to George A. Scott, Sheffield, Mass.; \$15 offered by Dr. John M. Bigelow, a member of the Board of Trustees, to the senior student passing the best examination in microscopy and submitting the best set of microscopical mounts made during the course, to Nell W. Avery, Cairo, N. Y.; \$15 to the junior student passing the best examination in all branches at the close of the session, to William D. Thomas; prize of \$15 offered by Professor Tucker to the junior student doing best work and passing best examinations in chemistry, to Fred. S. Helmer; \$10 offered by the director of the pharmaceutical laboratory to the junior student passing the best examination in pharmaceutical laboratory work and submitting the best set of preparations made there, to John J. Mackintosh.

At the conclusion of the exercises the faculty, members of the Alumni Society, members of the graduating class and guests repaired to the Ten Eyck Hotel, on State street, where a banquet was served. Several toasts were responded to.

ALUMNI ELECT OFFICERS.

A meeting of the Alumni Society was held in Odd Fellows' Hall in the afternoon and the following officers were elected and installed:

President—John J. A. Lyons, Yonkers.
Vice-Presidents—George C. Hogan, Albany; David E. Conery, Greenwich.
Secretary—Theodore J. Bradley, Albany.
Treasurer—Edwin C. Hutman, Albany.
Historian, class '84—Frank Richardson, of Cambridge.
Historian, class '94—W. E. Martin, Canandaigua.

Status of the Binghamton Cut Rate Case.

The case of Rourke Bros. vs. the Elk Drug Company, et al., of Binghamton, N. Y., has bobbed up in the law courts again. It will be remembered that by an order of the Supreme Court in Broome County, granted December 2, 1902, Rourke Bros. were required to serve a bill of particulars in 34 specified items. From this order Rourke Bros. took an appeal, and the matter came up for argument in the Appellate Division of the Supreme Court, at Albany, N. Y., during the last week of March.

As this case now stands, the Elk Drug Company and others of the defendants appear to have the advantage. Out of the fifty odd charges made in the original complaint, some six or eight only now remain. The case has been running for about two years, and any decision made by the judges of the Appellate division and handed down late this term or probably at a later term will not be definitive.

Pharmacist's License in Mozambique.

In order to carry on the business of a pharmacist in Mozambique it is necessary to take out an annual license costing £20, and if the licensee be unqualified, to employ a person possessing the Portuguese qualification as manager.

Obituary.

JOSEPH R. PERRY.



Joseph Robert Perry, who died at Indianapolis on March 19, after a brief illness and confinement to his home of but ten days, was born at Bristol, England, February 6, 1840, and came with his parents to this country to Detroit, Mich., when less than one year old. After a brief residence at Detroit the family removed to Richmond, Ind., where the youth and early manhood of Joseph R. Perry were spent. At the breaking out of the Civil War he enlisted and served in the Twenty-first Ohio Infantry, a three months' regiment. He afterward joined the Fifty-seventh Indiana Infantry, in which he served till the close of the war. He was

wounded in the leg during the war, a wound that gave him much pain and inconvenience and a very decided limp.

As a young man Mr. Perry studied medicine; later he became a bookkeeper in an Indianapolis wholesale dry goods house, and lastly entered the drug business, in which he remained 31 years. He was a graduate from the Purdue University School of Pharmacy, and occasionally lectured before that school on subjects of practical pharmacy drawn from his own long and varied experience. For several years he edited and published the *Indiana Pharmacist*, a periodical noted for its brightness and unconventionality. While recognized as a paper of merit, it failed to secure sufficient support, and Mr. Perry was reluctantly compelled to give it up. He was for several years secretary of the Indiana Pharmaceutical Association, which he saw and aided to grow, from a small and feeble beginning to one of the recognized institutions of the State, which has done much and is yet to do more to improve the condition of pharmacy in Indiana. He was also for several years secretary of the local pharmaceutical society. During the recent session of the General Assembly of Indiana, Mr. Perry was postmaster of the Senate, a position in which, by his unfailing courtesy and painstaking attention to his duties, he made many friends.

Mr. Perry was the possessor of a never failing fount of humor and was never more happily placed than as historian of the Fifty-seventh Indiana, where in his own inimitable way he told stories of his fellow soldiers, moving incidents in camp and field, that had a wide circulation, though, as every one admitted, "no one can tell them like Joe."

He was of a tender and affectionate nature, always respectful of others, and though a sufferer for years, no one ever heard him utter a word of complaint. He is survived by a widow and two children—Mrs. Omar Ritchie, of Anderson, Ind., and Dr. Ralph St. John Perry, of Farmington, Minn.

Deaths in the Drug Trade.

ALBERS.—In Knoxville, Tenn., on Tuesday, March 24, George W. Albers, of Evansville, Ind., in the sixty-third year of his age.

BELL.—In Hartford, Conn., on Wednesday, April 1, Charles Harris Bell, in the forty-fifth year of his age.

ENNISS.—In Salisbury, N. C., on Monday, March 16, John H. Enniss.

FERRELL.—In Charlottesville, Va., on Sunday, March 22, Thomas G. Ferrell, in the twenty-fifth year of his age.

FOELING.—In St. Louis, Mo., on Monday, March 16, Emil Foeling, in the twenty-ninth year of his age.

HALL.—In Fredericksburg, Va., on Tuesday, March 17, Dr. Marshall Carter Hall, in the sixty-first year of his age.

KEARNAN.—In Whitinsville, Mass., on Wednesday, March 25, Frank J. Kearnan, of Worcester, in the twenty-sixth year of his age.

KOEHLER.—In Brooklyn, N. Y., on Wednesday, March 18, John George Koehler, in the seventy-third year of his age.

MCCALLEN.—In Sewickley, Pa., on Wednesday, March 18, John McCallen, in the seventy-sixth year of his age.

PERRY.—In Indianapolis, Ind., on Thursday, March 19, Joseph R. Perry, in the sixty-sixth year of his age.

RUSHTON.—In Springfield, Mass., on Sunday, March 22, J. Clement Rushton, in the sixty-fourth year of his age.

HOPKINS.—In Newport News, Va., on April 4, J. F. Hopkins.

McKEE.—In Frankfort, Mich., on March 28, after an illness of four weeks, Fred. A. McKee, of Saginaw, Mich. Mr. McKee was in the employment of J. B. Collins & Son, Frankfort.

Phi Chi Fraternity Dine.

A most enjoyable banquet was held on Tuesday evening, May 31, by Gamma Chapter, Phi Chi Fraternity, at Hotel Marlborough. The Phi Chi is a distinctively pharmaceutical fraternity, devoted to the advancement of pharmacy and chemistry and to the promotion of good fellowship and mutual help among its members, who are chosen from the best element of each college class. President Chas. S. Erb of the Alumni Association, N. Y. C. P., acted as toastmaster, and toasts were responded to by members of the faculty of the college as well as by past officers of the fraternity and representatives from Boston and Ann Arbor (where the parent chapter is located). About 50 members were present, and during the evening F. Hitchcock with mandolin, and Dan W. Quinn, Frank Banta and others, with music and song contributed to the evening's enjoyment. The Grand Chapter Phi Chi will hold its annual convention in this city about the middle of April.

Albert Q. Green, chief councillor, and the Dinner Committee, consisting of Wm. J. McGurdy, John G. Emden and Wm. E. Cooper, did much to make the affair a success.

The Seabury & Johnson Bowlers vs. Retail Druggists.

These rival teams played their last contest of the season together Thursday evening last, March 19, in the Evening World's tournament at the Amann & Triess alleys, Schweinfurth, surnamed "Mickey" by the Bard of that club, being the "bright particular star" of the evening and within four pins of being the high score man of the whole tournament, which comprises three or four scores of the "swiftest" bowling teams in Greater New York. It was of no avail, however, against the steady work of the Seabury & Johnson team, who finished with a total of 832 against 823 for the Retail Druggists. Here are the scores:

Seabury & Johnson.—Lovis, 168; De Zeller, 166; Coughy, 167; Scrimshaw, 162; Judge, 169. Total, 832.

Retail Druggists.—Schweinfurth, 231; Weiss, 187; Timmerman, 184; White, 144; Hitchcock, 127. Total, 823.

Utica Druggists Unite in a Co-operative License Scheme.

(From our Regular Correspondent.)

UTICA, April 8.—At a special meeting of the Utica Druggists' Association held recently, a plan was launched to enable the druggists to unite and operate under one liquor license. The plan will probably be adopted at the regular meeting of the organization in May. This action on the part of the Utica druggists was prompted by a conviction that the new excise law increasing the cost of licenses will become a law. The adoption by the Utica druggists of the new co-operative license will mean that the State will be a loser of between \$7000 and \$8000 a year in license money from Utica.

At present there are thirty drug stores in Utica, and the proprietors of nearly all of them are paying \$300 a year for the privilege of selling spirituous liquors without the prescription of a physician. Those who are compelled to have a prescription from a physician before selling liquor only have to pay a license of \$5 a year. The new excise measure means an increase in the cost of the license of 50 per cent., making a druggist's license cost \$450 to those who sell without a physician's prescription. The druggists argue that the investment would not prove a paying one.

On the evening prior to the recent public hearing held at Albany on the pending excise measure the Utica Druggists' Association elected G. S. Ballard to represent them at the hearing. Upon his return Mr. Ballard assured the other members of the association that the then pending measure would become a law.

In case the druggists take out but one license the firms will pay the cost pro rata and display the single license in one centrally located drug store, from which all orders and prescriptions for liquor shall be filled. When a customer enters a store and asks for liquor the druggist will dispatch his boy to the central bureau for it.

The Chemistry and Physical Properties of Linseed Oil formed the subject of a paper by Maximilian Toche, which was read at the monthly meeting of the New York section of the American Chemical Society, held on Friday evening, March 27, at the Chemists' Club.

J. M. Bush, of W. J. Bush & Co., Ltd., London, and of W. J. Bush & Co., Incorporated, of 5 Jones Lane, New York, left England for the United States by the "Teutonic" on April 1st. He is accompanied by W. S. Gill, who for some time has controlled the perfumery branch of the English Company. Perfumers and others who are interested in new products and the modern methods of applying them, would do well to write to Mr. Gill, 5 Jones Lane, whilst he is in America.

WESTERN NEW YORK.

Cutting Continues in Buffalo—Buffalo Bowlers Challenged—The Liquor License Problem—Licenses Issued by the Western Board.

(From our Regular Correspondent.)

Buffalo, April 7.—There is complaint of the Buffalo drug trade from various sources. So many things have gone wrong that some of them promise to remain so. If it is not price cutting it is the weather. The best that some of the retailers can say is that the cutting has not reached them. Such establishments are on the outer reaches of the city, and are, as a rule, among the fortunates, especially as the plan of setting up new stores and dividing the trade with them has been dropped for the present. It does not appear likely that the cutting of proprietary goods will be stopped right away, so the best must be made of it. The downtown druggist notes that all the soda water stands were smarted up lately for a good Sunday trade, and then the April weather turned back to March and freezing weather spoiled it all. Fortunes in retail drugs are past apparently, and all the accessories have been absorbed by some one else.

ROCHESTER BOWLERS CHALLENGE BUFFALONIANS.

It is late for regular bowling, but the Rochester Druggists' Club has a chip on its shoulder yet for Buffalo, which will have to be knocked off before we can have settled summer weather. A challenge has just been received by the Buffalo Druggists' Club from Secretary McBay, of the Rochester Club, asking for an early date in Rochester. He adds discreetly that his forces have learned to bowl from behind the line, which allusion recalls a slight misunderstanding between the two clubs some time ago, when it was claimed that Rochester wanted to get near enough to the pins to shoo them over if the ball failed to hit them. It is all forgiven now, and an acceptance of the invitation will be made up soon.

THE LIQUOR LICENSE QUESTION.

The liquor license question is still on, and though it is very late to do anything this session of the Legislature, Secretary Brady, of the Middle Branch of the State Board of Pharmacy, has sent a request to certain of the Buffalo druggists that they look up the state of things and report. The question is what the trade wants and what it is now doing to strengthen any demands it may make. It is stated that there are only four \$300 store licenses taken out by Buffalo retail druggists, so that the trade is paying very little more than the regular \$5 dispensing license. One dealer is of the opinion that a license to sell without prescription up to a quart, and costing \$100 would be taken by 50 druggists, and he is willing to work on that line. As this request comes primarily from the State Commissioner of Excise prompt action may accomplish something. What the public wants to know in the matter is whether such a license will not tend to lower the character of certain not overscrupulous drug stores well down to the level of bar rooms.

LICENSED IN WESTERN NEW YORK.

The Western branch of the State Board of Pharmacy broke the record in the number of licenses granted, the list including 16 pharmacists and 11 druggists, as follows: Pharmacists—M. L. Albright, E. M. Bennett, H. G. Biles, H. F. Cull, A. G. Hample, W. L. Herkley, W. D. Nash, R. E. Owen, George I. Serrins, Joseph M. Schmitt, all of Buffalo; D. Briggs, of Warsaw; Miss C. Chapin, of White's Corners, Pa.; Miss A. Hearons, of Olean; F. G. Prescott, of New York; Max C. Salchow, of Niagara Falls. Druggists—John Buettner, G. W. Clark, C. E. Freeman, F. M. Kline, E. A. McLouth, J. H. Sanders, John P. Smith, J. F. Strozzi, C. M. Tucker, J. A. Woodside, all of Buffalo; S. C. James, of Niagara Falls.

Not a few of the licentiates are pharmacy college students, and of the others some have no positions, so that no record of place of business was made by the secretary of the board. It may be noted that the youth who was dismissed from the former examination for cheating is in the above list. It was known at the time he was denied a license that he was qualified from what he had done without the assistance of his "pony," so it was felt that he was sufficiently punished, and he was admitted this time.

SPRING CHANGES.

William Mezger has been put in charge of the store of Hayden & Twohey on Triangle street. B. C. Hayes, formerly in the drug department of Faxon's, is now with H. P. Hayes on Elk street. H. E. Cuthbert goes from the Triangle street store mentioned above to that of H. P. Hayes on Main street. Charles

Vanderberg has engaged with H. A. Sloan on Main street. W. A. Wagner, lately granted a license, has engaged with Dr. Gregory. W. H. McCoach has gone from the store of T. S. Wilson to that of Adon Rice. E. T. Bryant goes from Adon Rice to the Main street store of H. P. Hayes. George M. Wood, formerly manager of the store of Hubbard & Co. on Herkimer street, has engaged to travel for Bristol, Myers & Co., of New York. Dr. C. E. Abbott, who has been the traveling inspector for the Middle and Western branches of the State Board of Pharmacy, has resigned, as he intends to begin the practice of medicine. The vacant place is expected by Luther A. Thomas, who was formerly with J. L. Perkins. O. E. Lamb has changed from the store of J. L. Perkins to that of E. R. L. Smith.

SOME RECENT TRANSFERS OF DRUG STORES.

F. A. Darrin, for some years manager of the Main street store of H. P. Hayes, has bought the Glenwood Pharmacy of A. G. Bennett, who will take up the manufacture of his headache and other specialties. The Wiltale Pharmacy, at Main and Virginia streets, has been sold, and is lately bought by Hayden & Twohey, former clerks in the store, who some time ago established themselves on the opposite side of Main street. The new store will be closed. D. S. Cogan has moved his pharmacy from 312 Grant street to 211 Lafayette street in the same neighborhood. C. J. Dwyer, the Broadway druggist, is preparing to open a second store on Elk street.

THE ANNUAL BAL MASQUE OF THE BUFFALO PHARMACISTS

will be held in German-American Hall on April 17. Preparations have been made for the accommodation of 300 people, and as the event has always been a success in previous years the preparatory work is taken up with the greatest expectation of the same good time. As usual, there will be prizes given for the best costumes. Following are the chairmen of committees: General Committee, George Reimann; Reception Committee, James L. Perkins; Music Committee, Thomas W. Tyson; Floor Committee, Harris A. Scheck; Prize Committee, Edward J. Liebetrut; Decorations Committee, Mrs. George Reimann.

BUFFALO NOTES.

Buffalo drug clerk changes: W. E. Johnston, from H. P. Hayes to Hoolohan's, Allen street; E. G. Van Winkle, to McEchren's, Vermont street.

David M. Cowan, long the most active member of the Buffalo wholesale drug house of Plimpton, Cowan & Co., who was obliged to give up business some weeks ago on account of nervous and other troubles brought on by overwork, has gone to Palm Beach, Fla., for an indefinite sojourn. Being a young man, his entire recovery is confidently expected.

F. A. Darrin, for some years manager of the Main street drug store of H. P. Hayes, of Buffalo, has retired, having disposed of his interest to the principal owner. He was well known in all Buffalo drug circles and had been in charge of the affairs of the wholesale buying company of which the Hayes stores were a part. The management of the store has been given to T. V. Mullen, who has for some years been connected with it.

John Peterson, secretary of the Empire State Drug Company, of Buffalo, was married February 18, the bride being Miss Gertrude Stover, of Buffalo. The honeymoon includes an extended Eastern trip. The bridegroom is now sending his friends from Atlantic City the latest thing in picture postals, the card containing a fine photograph of the happy pair, all of which is very neat, though it would hardly be needed to remind their acquaintances that they are remarkably good looking.

An odd accident occurred at the drug store of George Reimann, secretary of the Western Branch of the State Board of Pharmacy, at Buffalo, lately. It appears that a customer must have caught a button or some part of his apparel in the end of the counter twine ball, and as he departed it paid out. All went well till the ball caught, and then there was a crash. The heavy glass case in which it was kept went to the floor, making a racket that could only have been exceeded by an explosion. The innocent or guilty party was by this time half a block away and made his escape without being discovered and possibly without knowing what he had done.

It looks as though the goblins or something of the sort would get away with the people in the store of Secretary Reimann, of the Western branch of the State Board of Pharmacy, if they don't watch out. A few days after the episode of the ball of twine a piece of scroll work that has been for a long time in the frame above the big mirror that forms part of the division between the front and the back of the store came crashing down to the floor, stirring up no little commotion, though it did no damage to itself or anything else. It has not

been put back into place yet, and if the bogey man comes along soon he will be asked to say a few things over it to scare the sperrits away from it.

N. Y. S. P. A. Annual Meeting.

Judging from present indications the twenty-fifth annual meeting of the New York State Pharmaceutical Association, to be held in Utica, June 15, 16, 17, will be the largest attended gathering in the history of the organization. The association was founded in Utica, and of those who will be in attendance at the coming meeting, William Blaikie will probably be the only charter member. The association now has 900 members.

Tuesday morning, June 15, at 10 o'clock, the delegates will convene in the New Century Club's Auditorium. The day's work of the delegates will probably be concluded this forenoon. It is the intention of the arrangement committee to have a special train on the R. W. & O. branch of the New York Central Railroad chartered for the use of the delegates Tuesday afternoon. A trip to Trenton Falls will be made. There the party will be escorted through the plant of the Utica, Gas & Electric Company, and shown the mechanism whereby the water power of the West Canada Creek is converted into electricity, which turns the wheels of nearly all the machinery in central New York. The members of the State association, through the local arrangement committee, have been granted the special privilege of visiting the water power plant on that day.

Wednesday, after the day's business has been concluded, the visitors will probably take a trolley ride over the sixty miles of the Utica & Mohawk Valley Electric Railroad, visiting 14 suburban towns of Utica. Wednesday evening the Traveling Men's Auxiliary will give an entertainment in the auditorium where the convention is to be held.

Thursday afternoon a tour of the city will be made, the guests making short visits to the local hospitals, the Masonic Home and the New York State Insane Asylum. The grand banquet and closing event of the convention will be held Thursday evening at the Butterfield House. During the mornings of the meeting an hour will be set aside for a reception to the ladies. The arrangement committee is made up of W. Blaikie, chairman; J. H. Sheehan, treasurer, and W. B. Bunker; secretary, W. Howarth.

Albany Drug Club Holds Banquet.

(From our Regular Correspondent.)

ALBANY, N. Y.—The Albany Drug Club, composed of the most prominent druggists in this city, gave their second annual banquet at the New Kenmore Hotel on North Pearl street, on the evening of Wednesday, March 25. The affair was one of the most successful and enjoyable of the season. At the tables, which were arranged in the main banquet hall, were seated 100 diners—members of the club and their invited guests. The march to the dining room was made to the strains of the Kenmore Orchestra.

At the conclusion of the dinner the following programme was carried out: Quartette, "Kentucky Babe"; toast, "The Albany Drug Club," E. F. Hunting; solo, "Anchored," Mr. Umpleby; toast, "Our City," Mayor Charles H. Gaus; quartette, "Annie Laurie"; toast, "The Wholesaler," Charles Gibson; solo, "Absence," Mr. Davenport; quartette, medley; solo, "The Lily or the Rose," Otto R. Mende; quartette, selected. Members of the quartette: Jacob C. Acker, counter tenor; Frank E. Davenport, tenor; Frank C. Umpleby, baritone; Otto R. Mende, basso; William L. Widdemer, accompanist.

A feature of the evening was the song, "Mr. Dooley Parodied," in which several of the members of the club were subjected to verses of wit and humor that convulsed the entire assemblage. The solo part of the song was sung by George Dixon, the rest joining in the chorus.

The members of the club are: Geo. D. Albee; W. L. Purple, M.D.; Warren L. Bradt; A. L. George, M.D.; E. C. Brumaghim; W. F. Elmendorf; J. P. Failing & Co.; D. H. Fonda Drug Company; C. H. Gaus; L. H. Gaus; G. A. Harrig; J. B. Harvith; G. C. Hogan; A. B. Huested & Co.; E. F. Hunting; E. C. Hutman; F. I. Knowles; T. J. Lewi; Edward Loeb; W. E. Masten; J. H. Miller; T. J. Morehead; T. W. Nellis, D. & P. Supply Company; Fredk. Neudorf; Wm. Palmatier; Louis Sautter; Wm. Sautter; F. W. Schaefer; Otto Scholz; C. H. Smith, M.D.; F. J. Smith; F. W. Scott, Jr.; Chas. H. Spehr; R. G. Stewart; M. J. Tiernan; J. De P. Townsend; Chas. Turner; Roy Weber; Chr. E. Vernoy; Walker & Gibson; Thos. E. Walsh; H. W. Warner.

The officers of the club are: President, A. B. Huested; vice-president, J. P. Failing; secretary, F. J. Smith; treasurer, George C. Hogan; Executive Committee: S. C. Bradt, Charles B. Crum, W. E. Masten, F. J. Knowles, F. W. Schaefer.

MASSACHUSETTS.

Price Schedule Goes Into Effect—All Co-operate Cordially—A Phi Chi Dinner—A New Law on Liquor Adulteration.

(From our Regular Correspondent.)

Boston, April 8.—The N. A. R. D. schedule went into effect here in this city as predicted. All of the dealers, including the big firms, have observed it carefully. Every one seems to be impressed with the importance of the affair, and regards the organization and the schedule seriously. The various auxiliaries are doing good work in adhering to the rate fixed, and are propagating the idea that in order to have the movement succeed, the home organization must be supported. The schedule first used in South Boston was higher than that of any other auxiliary, and this made a readjustment to near the down town prices necessary. The new rates went into operation Monday, and are giving satisfaction. Mr. Stamm is now the permanent organizer for this district.

BOSTON DRUGGISTS MEET.

The last meeting of the Boston Druggists' Association was held at Young's Hotel on March 31. President Richardson was at the head of the table for the first time since his election. The guest of the evening was S. B. H. Bravo, and he gave a talk upon and exhibited a series of stereopticon views of the Island of Jamaica, which were taken by Dr. Robert Johnson, a noted African explorer.

PHI CHI DINE.

The first annual reunion and dinner of Eta Chapter of the Phi Chi Fraternity was held at the Hotel Lenox on the evening of March 30. Herbert T. Blake, Ph.G., who was responsible for the organization of this chapter, came on from New York to preside at the banquet. Of the ten charter members, nine attended this anniversary. The chapter has grown rapidly, and there was a large attendance. After the wants of the inner man had been supplied, Mr. Blake gave a history of the organization, and then introduced as speakers Professor Nixon, Dr. Piper and Messrs. Gunn, Mayo, Treat and Gerald. Professor Nixon was initiated as an honorary member, concluding with an amusing mock ceremony.

PROPOSED CHANGE IN THE PURE DRUG LAW.

There was a hearing at the State House last week on a bill to exempt clerks and all employees, except superintendents and managers, from the penalties imposed on the sale of adulterated articles. Those in favor of the bill alleged that under the present law the clerk who actually makes the sale is the one liable for prosecution, while the manager or superintendent, who knows about the quality of the goods, is likely to go free. The manager or proprietor oftentimes pays the fines imposed upon the clerks, but there is nothing which obliges him to do this. Dr. Abbott, of the Board of Health, objected to the proposed bill, although he said it might be possible to change it so that the clerk could be relieved by giving the name of the proprietor or manager; the object of the law was to secure pure goods, and the inspectors made every effort to get at the manufacturers when this was possible. Cases had been brought against clerks in a very few instances only.

SALE OF ADULTERATED LIQUOR ILLEGAL.

An act has passed the House to prevent the adulteration of intoxicating liquors. The proposed law makes it the duty of an inspector to prosecute all cases in which adulterated or impure liquors are sold, or offered for sale. Liquors shall be deemed impure or adulterated within the meaning of this act if they contain any such substance as is mentioned in Section 1 of Chapter 213 of the Revised Laws, or any poisonous or injurious substance. Violations may be punished by fine or imprisonment at the discretion of the court.

VARIOUS LEGISLATIVE MATTERS.

An attempt was recently made by a member of the Public Health Committee to obtain authority for the committee to travel to New York City to investigate the municipal plant for the production of vaccine lymph. The order was defeated. Those interested in the bill relative to the prevention of adulteration of linseed oil have been given leave to withdraw. Like reports have been handed down on the petitions that formulas of proprietary medicines be printed on the outside of labels; also for legislation to establish a penalty for selling cigarettes to minors. The bill providing that none but registered pharmacists shall designate themselves as druggists and

apothecaries was recently given a hearing. It was opposed by W. F. Sawyer, W. W. Bartlett and the Hon. John Larrabee, and no one appeared in its advocacy. There was also a hearing on a bill abolishing the Board of Medicine.

THE GREENLEAF MEMORIAL SCHOLARSHIP.

Several meetings of the committee having in charge the Robert A. Greenleaf Memorial Scholarship Fund have been held recently. Nearly enough money has been secured to insure the permanency of this project. It is proposed to establish a scholarship to be paid from the interest of the fund, the principal being kept intact. Contributions to the fund are therefore a permanent investment, and will be of value to the college. The scholarship is intended for needy students, and in order to receive the benefits of the fund application must be made by a regular student of the school, who has fulfilled all the requirements of the junior year and shall be of such scholarship standing as to entitle his application to consideration.

STATE ITEMS.

Herbert T. Blake, Ph.G., M.C.P., 1902, has accepted a responsible position in the New York office of the Mallinckrodt Chemical Works.

The first grand social and dance of the Boston Retail Drug Clerks' Association will be held at Berkeley Hall, Thursday, April 16. The music will be by Condit's Orchestra.

Frank E. Mott, of the graduating class M.C.P., has assumed charge of the City Hospital dispensary, and Frank R. Hixon, of the same class, will act as chemist at the dairy depot of C. Brigham & Co.

The senior class, M. C. P., is rapidly completing arrangements for class day exercises. Archie E. Picken will deliver the "Opening Address," W. G. Brooks the "Class Oration," F. D. Pierce the "Prophecy" and W. R. Ash will probably give the "Class History."

The selectmen of North Attleboro recently voted not to grant any druggists' licenses the coming year. Three years ago, when the town went no license, three druggists' licenses were granted, and many complaints were made that the druggists misused them.

The C. P. Seaverns Company were recently organized at Kittery, Maine, to deal in drugs and chemicals. The capital stock is \$25,000, of which nothing is paid in; par value, \$100. The promoters are Clarence P. Seaverns, Boston; A. M. Meloon, Newcastle, N. H.; William D. Rockwood, Melrose, Mass.; Horace Mitchell, Kittery.

Registered in Massachusetts.

During the month of March the Board of Pharmacy held five examinations, at which the following candidates were successful: Joseph C. Dinan, Wakefield; Ellsworth B. Reed, Cambridge; George B. Dormin, Springfield; Edwin S. McField, Boston; James R. McMinn, East Cambridge; James A. Moore, Malden; Bert P. Anderson, Worcester; Charles A. Doyle, New Bedford; Harry E. Woodman, Boston; George H. Adams, Waltham; Ernest L. Burton, South Framingham; Louis B. Johnson, Concord; Edward F. Laporte, Holyoke; Abraham T. Schwartz, Boston; Adolf H. Ackermann, Boston; Edward B. Carpenter, Taunton, and Wesley C. Foster, Pittsfield. Messrs. McMinn, Anderson, Adams and Ackermann are M.C.P. students.

Changes in the New Hampshire Liquor Law.

A feature of the liquor law of New Hampshire was an amendment to the fifth class (druggists' licenses) permitting hardware and paint dealers to sell pure alcohol for mechanical and chemical uses. In the Maine Senate a bill permitting druggists to sell liquor on a physician's prescription, but only one pint at one order to each person, was also killed, although it passed the lower branch.

Wheeling Druggists Organized.

For six years Wheeling, W. Va., has been a cut rate city. It has been a war between druggists. Now all is changed. The retailers have adopted a price schedule. The aggressive cutters have been brought into line, and an agreeable price list has been fixed. The advance is about 10 per cent. This is one of the cities which was thought to be beyond redemption.

PENNSYLVANIA.

The College Requirement Fails—To Regulate the Manufacture of Proprietaries—An Alumni Banquet—A Blue Bowling Outlook.

(From our Regular Correspondent.)

Philadelphia, April 7.—The work of organization has been completed, and the price schedule put into effect. All are enthusiastic over the condition and outlook, which are treated of more fully in a special article elsewhere in this issue.

THE AMENDMENT TO THE LAW.

The amendment to the State Pharmacy Law requiring a college diploma on the part of persons taking the examination of the Board of Pharmacy for registration as pharmacists failed to pass. Many druggists were in favor of this bill, but the Solons at Harrisburg were not of the same opinion. As the law now stands, all that is necessary to become a legally registered pharmacist is to have four years' experience in the retail drug business and sufficient knowledge to pass the Board of Pharmacy examination.

Through the efforts of the Legislation Committees of the Drug Exchange, the Retail Druggist Association and the Pennsylvania Pharmaceutical Association, the Mayne Pharmacy bill has been defeated, but an amendment has been made to bill No. 417. It is now as follows, and it is thought it will pass in its present shape:

An Act to regulate the manufacture of poisonous and narcotic drugs, chemicals, medicines and patent or proprietary medicines, or preparations consisting in whole or in part of the same.

Section 1. Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania in General Assembly met, and it is hereby enacted by the authority of the same, That it shall be unlawful for any person or persons within this Commonwealth, excepting registered pharmacists, to manufacture any medicines, drugs, chemicals, mixtures, anodynes or any preparation or combination of the same which shall contain any opium or its alkaloids, coca or its alkaloids, or any morphine or any whiskey, brandy, wine or other intoxicating liquor.

Sec. 2. Every person who violates any of the provisions of this act shall upon conviction be deemed guilty of a misdemeanor and shall be punished by a fine not exceeding one hundred dollars or sentenced to undergo an imprisonment not exceeding six months, or both, in the discretion of the court.

Sec. 3. This act shall take effect on the first day of September, 1908.

Sec. 4. All acts or parts of acts inconsistent with the provisions of this act are hereby repealed.

Besides this Senators Guhring and Weaver, of Allegheny County, have each presented a bill prohibiting the sale of cocaine except on a prescription from a doctor, dentist or veterinarian. A close watch is being kept on these bills.

AN ALUMNI BANQUET.

On Wednesday evening last an alumni banquet was held at the Roosevelt, on Chestnut street, west of Nineteenth. This was one of the most delightful meetings the graduates of the P. C. P. ever had. There were present representatives from nearly every class, and many were the stories told that took the "boys" back to their Alma Mater.

THE BOWLING OUTLOOK.

Owing to what some of the members of the Druggist Bowling League term "corks" or "ringers," there has been a decided drop in the interest in this healthy pastime. It is said, however, that the rules will be more stringent next year, and there will be more incentive for the learners to keep at it.

PHILADELPHIA ITEMS.

Charles H. Riegel has opened a new store at Fifty-first and Arch streets.

W. P. Bender has opened a new store at Twenty-first and Fitzwater streets.

The Progressive Drug Company, at Broad street and Snyder avenue, are now the Humphrey Pharmacy.

M. J. Maurice, during the illness of A. Swisher, of Johnson & Johnson, will cover his territory.

Henry Tuck, one of the most prominent druggists in Wilkes-Barre, died last month after a protracted illness.

Chas. Selther, who represents Euler & Robson in this city, has gone to Baltimore to work the trade in that city.

A young Mr. Ochse came to town on March 6. His address is care of Geo. H. Ochse, Twenty-third and Oxford streets.

A. Burke, manager of the Broad Street Station Pharmacy, is receiving congratulations. It is a boy. The others were girls.

Hosea Kindig, of Pfromm & Kindig, is an ardent fisherman, and is preparing to resume his Saturday excursions to Nesha-miny.

Mr. Crawford, late manager of Menger's Pharmacy, Twenty-ninth and Jefferson streets, has opened a store at Fifty-eighth and Arch streets.

Joseph Crawford, Frankford avenue and Hart's lane, has had an increase in the family. It is a boy, and he is very happy and proud.

George B. Galton, of Johnson & Johnson, has satisfied himself on the question whether it takes more to keep two than one. He is now buying carpets and furniture.

W. B. Steinmetz, who recently sold his drug store at Sixteenth and Morris streets, has bought the store at Thirteenth and Cambria streets from D. Ford Barr.

J. B. Slaughter, the well-known Germantown druggist, won the first prize at the recent enchre given by the Retail Druggists' Association. It was a \$150 hot soda fountain.

The St. Cloud Pharmacy, Seventh and Arch streets, has opened a branch store at 145 North Eighth street. The store was formally conducted by the La Franco Institution.

Wallace Procter, who for many years conducted the drug store at Nineteenth and Pine streets, is now clerking for William Procter, Jr., Company, at Ninth and Lombard streets.

W. B. Steinmetz, who a few weeks ago disposed of his store at Sixteenth and Moore streets, and purchased one located at Thirteenth and Cambria streets, died last week after a short illness.

S. B. Maurice, formerly of Smith, Kline & French Company, is now with Johnson & Johnson as their city representative. Mr. Maurice was for many years in the office of J. & J. in New Brunswick.

Walter N. Collins, who represents Hance Bros. & White, is seeking to secure a larger territory, as the little girl which he lately received will take more money to properly care for than it does two.

R. Simpson, who until recently was with George D. Feidt & Co., has purchased the store of O. H. Clark, at Thirty-sixth and Race streets. Mr. Clark is going to confine himself to the manufacturing business.

F. C. Orth, of Holmesburg, has been compelled to move back from the main street, about one-quarter of a block, while his new store is being built, and which when completed will be the handsomest store in Holmesburg.

P. A. Dietrich, of Fifty-ninth street and Haverford avenue, has purchased a lot on the northwest corner of Sixtieth street and Girard avenue, on which he will erect one of the largest stores in that section of the city.

The Philadelphia Wholesale Drug Company, Limited, are doing the largest business in their history. Under the able management of Mr. Rohrman the financial condition of the corporation has greatly improved, and when the lease expires next year larger quarters are to be secured.

The Union Drug Company are going quietly ahead and adding new stores to their chain. This company have bought the store at Eighteenth and Jefferson streets, conducted by S. Harry Conover. It is understood that a store in the southern section of the city is being negotiated for.

The Entertainment Committee of the P. P. A. have already taken active preparations for their next meeting, which will be held at Eagle's Mere in June. As the spot is one of the most beautiful in the State a large attendance is expected. The committee consists of Messrs. D. E. Bransome, chairman; M. Busch, secretary, and H. C. Byers.

Much anxiety is felt by the various members of the Drug Bowling League. The selection of the team which is to represent Philadelphia at the tournament at Chicago is puzzling the Executive Committee. The rank and file advocate representation by high average only; the officers are inclined to follow the example of New York, contending that the team should be representative, the highest man from each club being selected.

Frank Morgan, a druggist at 1629 Walnut street, recently trapped a fugitive from justice who the police have been looking for several weeks. The criminal, Joseph P. Mallon, tried to get money from Mr. Morgan by sending a boy to him with a note from Dr. Alfred Stengel. It appears Mr. Morgan and Dr. Stengel are close friends, and he knew the doctor was not in the habit of borrowing. He detained the boy, called up the Detective Bureau, and then had the boy followed. He was trailed to Twelfth and Vine, where he met Mallon, when the police arrested him. The culprit is charged with securing money from a number of people. Mallon is a graduate in pharmacy.

OHIO.

Druggists and Telephone Companies at Odds—Druggists Decide to Terminate All Business Relations with the Telephone Companies—Details of Policy to be Followed Not Made Public—Present Company Expected to have Active Competition—Supporting the Miles Plan.

(From our Regular Correspondent.)

Cincinnati, April 7.—The committee representing the Ohio Valley Druggists' Association met a committee from the City and Suburban Telegraph Association controlling the local telephone service, March 30, and submitted a new proposition with reference to the telephone pay stations and contracts. Several other propositions advanced by the druggists had been refused by the Telephone Company, and the new proposition was said by the druggists to be an ultimatum. The new proposition provided that 10 per cent. on all receipts up to \$50, 20 per cent. on all receipts amounting to \$75, 30 per cent. on receipts to \$100, and 40 per cent. on all receipts over \$100 a year, be allowed to the druggists in whose places of business the pay stations are established. The druggists were willing to surrender the right of all free calls, excepting for fire and police emergencies.

FIRM ON BOTH SIDES.

The officials of the Telephone Company declined to make any concessions or recede from their original position in the matter. Following the conference with the telephone officials, the Board of Control of the Ohio Valley Druggists' Association held a meeting April 1, when there was a full discussion of all the points involved in the controversy. A resolution was passed by unanimous vote to refuse the counter contract proposed by the Telephone Company. This contract provides for the free installation of instruments and permits the druggist to receive 10 per cent. on all receipts over \$60 a year, though he is not allowed any free calls. At the close of the meeting it was announced that the Governing Board of the Druggists' Association had decided to terminate all business relations with the Telephone Company as far as possible. For certain reasons the details of the policy to be followed by the board have not been made public, and will not be until the full expression is obtained from all the members of the association. One member of the committee is authority for the statement that no proposition has been received from the Fitzsimmons Telephone Company, a rival corporation which is now engaged in efforts to secure a franchise to permit the stringing of wires and the operation of a new system within the corporate limits of Cincinnati. Nearly all of the drug store pay station contracts expired March 31, and of those remaining in force none continue longer than June. A crisis in the situation is rapidly approaching, and there is every indication of serious trouble, which will probably have a sequel in litigation in the courts. A time limit of 30 days governs the pay station contracts, but it is up to the Telephone Company to decide about this matter.

THE FITZSIMMONS TELEPHONE COMPANY

last week filed with the Secretary of State at Columbus an amendment to its present charter permitting it to string lines and operate a telephone service in most of the villages and smaller towns in the neighborhood of Cincinnati, and this move is taken to mean that the present Telephone Company will have active competition in a very short time, which will have the moral and material support of the several hundred druggists in this vicinity.

SUPPORTING THE MILES PLAN.

Cincinnati druggists have been giving the most substantial assistance possible to the new contract sent out by the Dr. Miles Medical Company. To the pharmacists of the Ohio Valley belongs the credit of launching into practical existence the present plan of operation of the N. A. R. D. In response to a letter from the Stein-Gray Drug Company on the subject of the contract which is now being sent out, the following reply was received:

"ELKHARDT, IND.

"The Stein-Gray Drug Company, Cincinnati, Ohio:

"GENTLEMEN: We are in receipt of your esteemed favor, and thank you for the contracts inclosed. It may be interesting for your readers to know that the list of wholesale druggists who have accepted our agency plan is now sufficiently large to be entirely satisfactory to us. There are but few jobbers of prominence in the country who have not signified their willingness to do business under the new plan, and its reception by the re-

tail trade has been very enthusiastic. It is not to be expected, however, that a movement of this kind, working a practical revolution in the method of marketing proprietary remedies, can be put in thoroughly smooth working order in the course of a few weeks. We expect to find many troublesome conditions, and do not doubt it will be the work of months before matters can be properly adjusted. If the retail trade, however, desires to sell Dr. Miles' remedies at full prices, they now have the opportunity, and we are very well satisfied that if the support from the dealers is what it should be the plan will be a success.

"Your very truly,

"DR. MILES MEDICAL COMPANY."

MINOR NEWS NOTES.

Groenlund Brothers' new pharmacy at Ninth and Elm streets has been handsomely equipped with modern fixtures and extensively improved.

Cincinnati papers have commented on the fact that Julius Hoffman, who has for 32 years past been employed as a clerk for M. M. Yorston, the pioneer druggist at 1063 Central avenue, has in all that time averaged less than one day a year off duty by reason of sickness.

George Dix, one of the best known drug clerks in Cincinnati, is seriously ill at the Bethesda Hospital under unusual circumstances. Mr. Dix has been employed at the Deventer Pharmacy, opposite the Alms Hotel on Walnut Hills. Last week while he was filling a prescription which a little boy had presented, he suddenly fell to the floor. A physician was summoned, who found that Dix was entirely paralyzed on his left side and was absolutely helpless. His condition is critical, but the physicians say that he has a slight chance of recovery.

CLEVELAND NEWS.

CLEVELAND, April 7, 1908.—The drug business in this city is far above the average of previous years. The month of March being warm and spring-like caused an earlier demand for tonics, blood purifiers and diuretics. The business outlook for this season is indeed very promising to the pharmacists. Full prices are to be sure a thing of the past, but a fair price is received on the greater number of proprietary and patent medicines. Original price is, however, maintained on Dr. Miles' preparations. Cut rate conditions are not as serious a problem as heretofore.

Ferdinand De Mersitz, a graduate of pharmacy, from Buda Pest, Hungary, is about to open a drug store on South Woodland and Bolton avenues.

Robert Tarr, many years with The Opera House Pharmacy, has opened a store on Euclid avenue, at the corner of Huntington street, which is in the residential portion of lower Euclid avenue. The store is known as "Tarr's Pharmacy," and is an up-to-date establishment.

E. H. Junge, partner and manager of May's Drug Store, with J. A. Zangerle, sailed on March 28 on the *Morro Castle* for Cuba. They will visit Mexico before returning to Cleveland. The sea voyage and the mild, balmy climate will be thoroughly enjoyed by the two tourists, as Cleveland has experienced a cold winter.

Lewis C. Hopp, president of The Mayell-Hopp Company, 256 Euclid avenue, has joined his family in Florida, where he will spend some time recuperating from throat affection. Mr. Hopp has been very active in local and State work for a number of years, and it is the wish of his many friends that he return fully recovered from his present illness.

SOME KNIGHTS OF THE ROAD WE MEET.

H. A. Rowe, with Hamilton Bros., Pittsburgh, was a recent solicitor in glassware.

H. S. Mead, representing The Upjohn Pill and Granule Co., was calling upon the trade in the interests of his firm recently.

C. R. Myers, of the Myers Mfg. Company, was busy taking orders for syringes, ice bags, etc., here last week.

A. E. Dupell, manager of the Dr. Charles Company, stopped for a short time in town while on his way to California. Mr. Dupell believes in using plenty of printers' ink, and has created a large demand here for their Flesh Food.

J. S. Blitz, our popular plaster, bandage and suspensory agent, is very busy this week taking orders for The J. Ellwood Lee Company. It is always a pleasure to have Mr. Blitz call and solicit trade.

ILLINOIS.

Cut Rate War On in Chicago—Chicago Retail Druggists' Association Abandons Price List for the Present—Are the Jobbers at Fault?—City Orders Must Be in by 2.30 P. M.;

(From our Regular Correspondent.)

Chicago, April 6.—A cut and slash policy that is sending down prices at a rapid rate has been adopted by many Chicago druggists, and the cut-price spirit seems so contagious that there is no telling where the matter will stop. The temper of the local trade is indicated by the following issued from the office of the Chicago Retail Druggists' Association:

To the Members of the Association:

At a meeting of the Executive Board, held Tuesday, March 31, 1903, the following was adopted:

"Resolved, That the members of the association are advised to meet, for the time being, whatever competition may arise in the prices of proprietary medicines.

"Resolved, That the secretary is instructed to place this resolution in the hands of each member of the association."

Fraternally yours,

THOS. V. WOOTEN, Secretary.

TROUBLE BREWING FOR A YEAR.

The trouble has been brewing for a year or more. How long the present demoralization is likely to last cannot now be foretold, but the situation is in the hands of strong people, who will undoubtedly succeed in gaining the desired point for the retail trade. Many of the more conservative druggists deplore the step and are doing all they can to check what they call a hasty movement. Their opinion is not generally accepted, however, for their associates say the matter has been long considered, and that this is the only solution of the problem. Advertising of cut rates has been freely resorted to, and window posters are frequently seen.

A well-known wholesaler in commenting on the situation said the local retail trade was in a remarkably prosperous condition; that orders were heavy and that collections were good, and that he therefore deplored any step which might change such a state of affairs.

ARE THE JOBBERS TO BLAME?

In announcing the approaching meeting of the C. R. D. A., President Straw and Secretary Wooten say:

"The present prices on patent medicines downtown are away below cost. You've heard of it; is it anything to you? The charge is made again and again that the wholesale druggists of Chicago are selling at retail drugs, patent medicines and other goods, on the sale of which we depend for our profits. There must be some fire where there is so much smoke; is this anything to you? If proper efforts were made, the prices at which drugs are sold and prescriptions are filled in your neighborhood might be a good deal more satisfactory than they are. Wouldn't this be a help to you?"

All are urged to turn out and help clear up the situation.

TIME LIMIT ON ORDERS NARROWED.

Wholesale druggists have sent out notice to retailers that orders must be received before 2.30 p. m. hereafter for delivery on the following day, except on Saturdays during April, when the hour will be noon, and during the months from May to October, inclusive, when the hour will be 11 a. m. Telephone calls for additions will be discontinued. As the former limit was 4 p. m., it is expected that the change will cause some dissatisfaction until druggists adjust themselves to the new conditions. The order goes into effect April 7. It is signed by Fuller & Fuller Company, Huminston, Keeling & Co., Lord, Owen & Co., Morrisson, Plummer & Co., Robert Stevenson & Co. and Peter Van Schaack & Sons.

THE CHICAGO COLLEGE ALUMNI.

The annual meeting and election of officers of the Alumni Association of the Chicago College of Pharmacy was held at the rooms of the Drug Trade Club, Thursday evening, March 26. The treasurer reported a balance on hand of \$330.25. The election of officers resulted as follows: President, L. I. Schreiner; vice-president, Clyde M. Snow; secretary, Mrs. M. M. Gray; treasurer, Paul Rudnick. A committee was appointed to arrange for the annual banquet extended to the graduating class on the evening of Commencement Day, April 23. Early the same evening the Alumni Club held its fourth meeting. After the dinner the members listened to a very interesting paper by A. G. Vogeler entitled "Can Wars be Abolished?" On account of the annual banquet it was decided to defer the next meeting until May.

CHICAGO NOTES.

Kelly Brothers, of Elgin, Ill., have succeeded Roche Brothers. George A. Casaraw & Co., Sac City, Iowa, have sold their store to Goodell & Scott.

The Winona Drug Company, Winona, Minn., have been sold to H. A. Stephens, of Warsaw, Mo.

F. G. Hines, of Charleroi, Mich., was at the Chicago wholesale houses making purchases recently.

Peter F. Fina has succeeded Theodore Winholt at Ashland and Grand avenues, where he has been manager for some years.

F. C. Wilkins, of Union City, Mich., has failed. A receiver was recently appointed for his store, and bankruptcy proceedings were started.

M. C. Smucker has purchased F. I. Ellis' store, at 1520 West Madison street. He will continue to operate his store at Oakley avenue and Madison street.

Jacobs & McQuaid have purchased the store of M. T. Moss, at Forty-third street and Cottage Grove avenue. Monaco Brothers are the successors of Jacobs & McQuaid, at 425 Clark street.

Dr. Elmer Prescott, who dropped 5 cents in a nickel-in-the-slot telephone and then was unable either to get a connection or his nickel back, won the suit he brought in Justice Blume's court against the Chicago Telephone Company.

Druggists took quite an important part in the Chicago campaign now just closing. John J. Boehm, Democratic candidate for City Clerk, has a drug store at 748 South Halstead street. He is well known to the trade. Michael J. Preis, Democratic candidate for Alderman in the Ninth Ward, is a former employee of Mr. Boehm's. He is now employed by W. H. Cramer, Randolph and Halstead streets. He is favorably spoken of by the Municipal Voters' League. W. E. Golden, the Austin druggist, is one of the defendants in a \$50,000 campaign libel suit, as the result of his efforts to defeat a candidate with an unsavory record, which he helped expose.

Registered by the Virginia Board.

Following is a list of the successful applicants for registration at the meeting of the Virginia Board of Pharmacy, held on March 17:

Registered pharmacists: G. H. Barksdale, Fairfax; Wood B. Carpenter, Richmond; Fred. W. Dowell, Hamilton; Geo. J. Echols, Lynchburg; Preston Hundley, Dunnsville; Geo. T. Hogg, Richmond; Jas. E. Jackson (colored), Richmond; Floyd N. Kerr, Richmond; Scott Ashby Wolfe, Manassas; C. C. Martin, Richmond; A. L. Pedigo, Roanoke; C. W. Taylor, Norfolk; E. C. Toone, Richmond; Warner T. Wood, Lynchburg; C. S. Williamson, Baltimore, Md.; Myron J. Browning, Richmond; F. A. Rice, Roanoke; Karl Stoehr, Big Stone Gap; F. H. McMullen, Richmond; R. L. Booker, Richmond; W. H. Smith (colored), Richmond; C. F. Gladstone, Exmore.

Registered assistants: Nellie F. Benson (colored), Richmond; F. C. Congdon, Petersburg; Wm. S. Cavado, Richmond; E. P. Coleman, Danville; Jno. W. Devine, Clifton Forge; Julius R. Jones, Richmond; Jno. T. Kuester, Richmond; T. G. Maddox, Newport News; Ernest G. Turner, Richmond; A. M. Vaughan, Elizabeth City, N. C.; C. E. Walton, Woodstock; R. B. Parker, Como, N. C.; R. K. Akers, Danville; Arthur Richards, Norfolk.

The term of C. R. Link expired at this meeting. His successor, G. T. Mankin, of Falls Church, attended this meeting and assisted in conducting this examination. The present members of the board: Jas. L. Avis, Harrisonburg, president; T. A. Miller, Richmond, secretary; C. P. Kearfoot, Martinsville; C. B. Fleet, Lynchburg, and G. T. Mankin, Falls Church. The next meeting will be held in October, date not yet fixed.

Pass List of the North Carolina Board.

At a meeting of the North Carolina Board of Pharmacy, held in Raleigh, March 24, the following passed successful examinations for the grade of licensed pharmacist:

Troy E. Austin, Smithfield; Walter C. Bateman, Wilson; David A. Bullock, Wilmington; Clement Byrd, Wilson; Geo. W. Cardwell (col.), Elizabeth City; Walter M. Cook, Salisbury; Richard S. Gorham, Rocky Mount; William Hood, Smithfield; Jabez K. Hollowell, Wilson; John B. Le Gwin, Wilmington; Thomas R. Pemberton, Greensboro; Richard L. Seagle, Hendersonville; William H. Snuggs, Albemarle; Ptolemy Summey, Dallas; Homer B. Ward, Esbo; Clyde I. Webb, Shelby, and William George Stribling, Anderson, S. C.

The next meeting of the board will be held at Morehead City, Tuesday, June 9, 1903, at 9 a.m., when those intending to take the examination should communicate with the secretary, F. W. Hancock, Oxford.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, April 11, 1903.

COD liver oil has held the center of the stage for the past two or three weeks and is still the leading topic of conversation in the trade. Some aspects of the situation as it affects the jobber and the retailer will be found described in our editorial columns. While the demand has quieted down to some extent with the close of the consuming season, prices are not as yet notably affected, the popular brands being still maintained at the extreme limit of \$120.00. There has been no falling off in the demand for general goods since our last; indeed the advance of the season has brought a quickened inquiry, the volume of business being in excess of that usually met with during the period under review. As might be expected prices are held firmly as a rule on most lines, and several advances in staple articles have to be noted. Cocaine has been advanced by the American manufacturers to a parity with the quotations of foreign markets as a consequence of the upward tendency in raw material. Some surprise was occasioned by the announcement of a decline in manufacturers' prices on quinine, which was made on the 4th inst. While lower prices prevailed for bark at the Amsterdam auction on the 2d inst., the decline was not deemed sufficient to affect the alkaloid. However, trade in the article has been somewhat dull of late and the effect of the lower figures will probably be to stimulate the consuming demand. Opium is fractionally lower, but the lower prices do not seem to have stimulated inquiry. Silver nitrate is dearer, and citric acid has been advanced by the manufacturers. The principal fluctuations of the period under review are shown in the accompanying table and succeeding paragraphs:

HIGHER.

Cocaine muriate,
Silver nitrate,
Citric acid,
Buchu leaves, short,
Santonin,
Lemongrass oil.
Simaruba bark,
Cajaput oil,
Japan wax,
Carnauba wax,
Jamaica ginger,
American wormseed,
Bleached calamus root,
Blood root,
Quicksilver,
Cuttlefish bone.

LOWER.

Quinine,
Opium,
Anise oil,
Ipecac root,
Serpentaria root,
Peppermint oil,
Buchu leaves, long,
Citronella oil,
Senega root,
Rape seed,
Hemp seed,
Canary seed, Smyrna,
Bleaching powder.

DRUGS.

Alcohol has been in moderately active demand, and the market is firm at \$2.43 to \$2.45 for grain; wood is steady at previous prices, or, say, 65c to 70c for 95 and 97 per cent., respectively.

Balsam copaiba is a trifle easier in tone in consequence of freer arrivals, but prices are not notably lower, current sales being at 37½c to 40c for Central American, and 45c to 50c for Para.

Balsam fir, Canada, remains quiet with the prices \$3.15 to \$3.00 from jobbers' hands.

Balsam Peru is without new feature of interest either as regards price or demand; the inside quotations of the market are \$1.05 to \$1.10.

Balsam tolu continues very dull, but there is seemingly no effort being made to urge the distribution at anything below 28c to 30c, as to quality and quantity.

Barks.—A good jobbing demand is experienced for the various medicinal barks, and price fluctuations are few and unimportant. Bayberry is beginning to arrive, and the tone of the market is easier, though current sales are making at the previous range of 10c. Cascara sagrada is still held with considerable strength, holders quoting 13c to 15c, as to age and quantity; a shortage is reported on the Pacific Coast. Prickly ash continues extremely scarce, and nothing now offers below 30c. Simaruba continues to gain strength under the influence of diminishing supplies, and while 40c is the ruling quotation for original packages, 50c is named for broken lots, and we hear of numerous small sales at the latter figure. Soap is under good control, and with the approach of the active consuming season most holders of cut have marked up their quotation to 6c.

Buchu leaves, long, continue scarce, but there is an absence of important demand, and the market rather favors buyers. Short leaf is held with more firmness, owing to reports of steadier markets abroad, and the inside quotation has been advanced a notch.

Cacao butter declined at the monthly auction sale in Amsterdam and London, and this market closed sympathetically lower at 26½c to 27½c for bulk, as to quantity and seller.

Cantharides is only wanted in a moderate jobbing way, and sales are slow, but holders show no disposition to urge the distribution by price concessions, and 42½c to 47½c is still named for Chinese whole and powdered respectively; Russian quoted 62c to 65c.

Citric acid marks the usual ante-season advance, manufacturers naming 35c to 35½c for barrels and kegs, respectively. This represents an advance of 2c, in which the various citrate salts share.

Coca leaves are not coming forward very freely, and with reports of an advancing tendency at primary sources local holders are more than firm in their views, though the sales at the close were at previous prices, or, say, 18c to 20c for Truxillo, and 80c to 32c for Huanuco.

Cocaine, which underwent a decline last month, has since been advanced to a parity with the prices in European markets, and manufacturers now quote uniformly on the basis of \$4.00 for bulk. Reference to the upward tendency in the price of leaf at primary points will be found in its appropriate place.

Cod liver oil has been in less demand since our last, and holders have been inclined to recede from their former extreme position, so that the market is irregular and unsettled. The range for the better known brands is, however, firmly maintained at \$105.00 to \$110.00. Reports are current as we go to press of sales at or near \$90.00, and two or three lots are even said to have been sold for account of outside holders at \$75.00. As there have been buyers at a higher price the accuracy of these reports is seriously questioned. It is a fact, however, that consumption of the oil has been materially checked by the extremely high prices, and there is likely to be a reaction. The subject of The Cod Liver Oil Shortage and Some of Its Results is treated from the pharmaceutical viewpoint in an editorial in this issue.

Colocynth apples are meeting with only a limited inquiry, but buyers are not anxious sellers in view of the limited supply available, especially for Trieste, which is held more firmly at 35c to 40c; Spanish does not offer below 30c.

Cuttlefish bone, Trieste is held, and selling in a moderate way at 20c to 22c; jewelers' large continues firm, and holders decline to shade 60c to 65c; small is held with more firmness and nothing now offers below 54c to 56c.

Ergot remains at 32c to 34c for German, and 33c to 35c for Spanish, which represents the previous range, but an advancing tendency is indicated in the article owing to an unexplained increase in the demand.

Manna has been in active request of late, and there are indications of a speculative movement, most of the cheap lots on

the market having been taken up. While no price change is to be noted in large flake, which is held and selling at 55c to 60c firm, small offers in instances at a shade under our quotations, or, say, 38c to 40c.

Menthol shows a weaker feeling, and we hear of some sales down to \$6.25.

Nux vomica is in limited supply and wanted, and the inside quotation has been raised to 2½c to 3c, as to quality.

Opium has weakened in the interval, holders having reduced quotations since our last to \$2.95 for single cases and \$2.97½ to \$3.00 for broken lots. Lack of demand and continued keen competition among holders are ascribed as reasons for the drop in value. While the Smyrna market is reported firm, buyers are showing small disposition to venture upon quantities, the impression prevailing that lower prices will be reached before the downward tendency is checked. Powdered is moderately active in a jobbing way, with sales at the range of \$3.50 to \$3.70.

Quinine sulphate has been reduced 2c per ounce by the leading domestic manufacturers, to the basis of 26c for bulk in 100-ounce tins. And the minor salts are correspondingly lower. The decline was unexpected, and proved somewhat disturbing to the market, but a better feeling has since set in, and an improved demand of a jobbing character was reported. Outside holders appear more free to offer, and sales are making of foreign at 25c to 25½c, while Java is quoted at 23½c to 24c.

Saccharin is higher, manufacturers now naming \$2.25.

Senna, Tinnevely, is reported scarce and prices are firm, though we have no actual changes to note.

Santonin has advanced materially, manufacturers having revised their range to \$6.70 to \$6.75 for crystals, and \$6.90 to \$6.95 for powdered. The advance is attributed to the higher cost of raw material.

Spermaceti is weak and neglected, though prices are nominally unchanged. It is probable that a firm bid on a quantity lot would shade the current quotation of 22½c to 23c for block, and 23½c to 24c for cakes.

Tonka beans are held steadily, with jobbing sales at 65c to 70c for prime Angostura, 32½c to 37½ for crystalized Surinam, and 25c to 30c for Para.

Wax, bees, is in good demand and steady, ordinary pure being quoted at 32c to 33c, and selected at 34½c to 35c; bleached held at 40c to 45c. Japan is realizing full prices under the influence of an active demand; for the limited supply available 15½c to 16c is named. Carnauba shares in the general improvement, and No. 1 is now quoted 19½c to 23c; No. 2, 17c to 18c, and No. 3, 13½c to 15c.

CHEMICALS.

Acetate of lime is in better demand both for export and home consumption and the manufacturers have announced a fractional advance, \$1.40 to \$1.45 being named for gray, and 95c to 97½c for brown.

Arsenic, white, is steadier, and while we have no price changes to report, the tendency is upward in view of corresponding conditions abroad.

Blue vitriol is held with increased confidence, and while an occasional carload lot is obtainable at 5½c, the general quotation remains 5½c to 6c.

Chlorate of potash remains quiet at 7½c to 7¾c as to quantity.

Epsom salt continues in good, steady request, with manufacturers naming 85c to \$1.35 as to quantity.

Glauber salt is firmer and current sales are at 85c, which is the carload quotation.

Nitrate of silver is higher, manufacturers having advanced their range ½c, the quotation now standing 31½c to 35c as to quantity, the inside figure for 1,000 oz. lots.

Nitrate of soda is slightly easier owing to arrivals, and quotations have been reduced to \$2.20 to \$2.25.

Oxalic acid is selling in moderate quantities to consumers and the trade at 5¼c to 5½c.

Quicksilver is firmer, and holders now name 64½c to 65c per lb., as to quantity.

Sal ammoniac is finding a steady outlet in consuming channels, and values are steady at 5½c to 6c for granulated.

Saltpetre, crude, is a trifle easier in tone with sellers at 3½c. to 3¾c.

Tartaric acid is seasonably active, and numerous sales are making at 29¼c to 29½c for crystals, and 29¼c to 29½c for powdered.

ESSENTIAL OILS.

Anise has declined in the interval, and may be purchased in a large way down to \$1.00.

Cajaput has developed more firmness, and recent sales have been 52½c to 60c.

Caraway is reported firmer at primary sources, but prices are without change here, \$1.10 to \$1.35 being yet named as to quality.

Cassia is unsettled and weak, though prices are not quotably lower; 75 to 80 per cent. grade being held at 70c, while lower grades offer at 55c to 70c.

Citronella is in good request, and steady at 20c to 22c. Holders are disposed to offer with reserve in view of the strong statistical position of the article abroad.

Clove meets with steady, fair inquiry, with the sales of bud at 57½c to 60c.

Cubeb is without quotable change, though the demand momentarily is light; quoted 90c to \$1.00.

Lemongrass quotations have been advanced owing to scarcity, the revised range being \$1.90 to \$2.00.

Messina essences are cabled firmer, but quotations in the local market are still unaffected, bergamot being held at \$2.10 to \$2.30, lemon at 70c to 75c, and orange, sweet, at \$1.20 to \$1.70.

Pennyroyal is firmer and tending upward, though we have no actual price change to report since our last, the sales during the interval being at \$1.15 to \$1.25.

Peppermint has developed some weakness owing to lack of inquiry, and freer offerings from the interior. Western in tins may now be obtained at \$3.15 to \$3.25, as to quantity and seller.

Sassafras, natural, shows some improvement, the range of values having been fractionally advanced; held at 43c to 45c, as to quality and quantity.

Wormwood is weaker with stock offered in most instances at \$4.50 to \$4.75.

GUMS.

Aloes, of the various grades, are selling quite freely in small quantities. For Socotrine holders ask 18c to 20c, while Cape and Curacao are held and selling at 12c to 14c and 3½ to 4c.

Asafoetida meets with steady, fair inquiry, medium grades being given the preference. The range of the market is 19c to 25c as to quality.

Camphor is seasonably active and manufacturers' prices are steadily maintained at the range of 55½c to 56c, and 56c to 56½c for domestic in barrels and cases respectively.

Chicle is in light spot supply and holders offer with reserve at the quoted range of 39c to 42c.

Gamboge is quiet, but values are unchanged at \$1 to \$1.15 as to quality and quantity.

Kino remains quiet, but prices are without quotable change, the trade requirements being supplied at 23c to 25c.

Myrrh is reported active and higher at primary sources, but only a moderate jobbing business is passing in this market, the bulk of the sales being of sorts, for which 20c to 21c is paid; siftings quoted 16c to 17c; and select, 32c to 35c.

Tragacanth is moderately active in a jobbing way with the sales at previous quotations, or say, 29c to 80c. for the various grades of Aleppo, and 35c to 90c for Turkey.

ROOTS.

The market is quiet for most descriptions and we have few price changes to report. Buyers limit their purchases in most instances to the requirements of the moment, and the business passing is chiefly of a jobbing order. Ipecac is cheaper, the quotation for Rio now standing at \$1.40 to \$1.50, and Carthagena at \$1.05 to \$1.10 as to quality and quantity. Jamaica ginger is more actively inquired for, and the inside figure has been marked up. Gelsemium is beginning to arrive, new crop being obtainable at 5c to 5½c. Serpentaria is in better supply and prices have weakened to 42c to 45c. Bloodroot is scarce and wanted at 7c.

SEEDS.

Canary, Smyrna, continues inactive and values are fractionally lower, 4c to 4¼c being now named; Sicily held at 4¼c.

Hemp, Russian, offers more freely at the lower range of 2½¢ to 2¾¢.

Rape is quiet, and both German and domestic offer at a decline to 2¾¢ to 3¢.

Sabadilla is in limited supply and holders are indifferent sellers at the quoted range of 14¢ to 15¢.

Wormseed, Levant, is scarce and higher, 14¢ to 14½¢ being now wanted.

HINTS TO BUYERS

Why not read the adv. of C. I. Hood & Co. in another part of this Journal and see what you can do with one cent. "It's good for business."

The American Peroxide & Chemical Company, 8 Maiden Lane, New York, will be pleased to send a sample of their stearate of zinc compound to druggists who appreciate a good pharmaceutical product. When writing them mention the AMERICAN DRUGGIST.

Write a postal card to the Michigan Drug Company, Detroit, Mich., for information about the new perfume which the Dabrook people are going to spring on the public. They promise that it will be a winner, and their record justifies us in predicting that what they promise will prove to be true.

Samples and quotations of filled elastic capsules will be sent upon application to Billings, Clapp & Co., Boston, Mass. This house have a very finely equipped plant for turning out work of the kind, and they are able to quote attractive figures on both small packages and bulk quantities.

Druggists may obtain a sample of Dentacura by addressing Department A, Dentacura Company, Newark, N. J. The reason why this product has been so remarkably successful will be apparent to any pharmacist who sees a sample. It is selling largely, not only in America but all over the world, and is something that every druggist should know about and be in a position to supply.

At this season of the year the announcement of Thomas Mills & Bro., 1301 North Eighth street, Philadelphia, should be of interest to our readers who are looking forward to summer business. The firm make a first-class ice cream freezer, ice crusher, ice cream cabinets and refrigerators, and the famous Pan-American ice cream sandwich mold. The advertisement will be found in another part of this issue.

The Century Cash Register Company, Detroit, Mich., have a machine which the testimony of satisfied customers proves is quite the equal of the high-priced cash registers on the market, but which is sold at a sum bringing it within the reach of even the most modest retail establishments. For details regarding their machine our readers should write them as above, mentioning the AMERICAN DRUGGIST.

We learn that the sales of Antikamnia preparations for the months of January and February of the year 1903 were greater than for any two months since Antikamnia was first placed upon the market. The sales of powdered Antikamnia during 1902 showed an increase of 17.8-5 per cent. over the sales for the year 1901. This seems good evidence that the popularity of Antikamnia is continuing to grow.

The Coca-Cola Company, of Atlanta, Ga., have purchased a lot at Thirteenth street and Wabash avenue, Chicago, and will erect a six-story building, covering an area of 48 x 150 feet. They expect to run four vats at the Chicago branch establishment to supply the local trade in and around Chicago. They are also building an addition to their main laboratory in Atlanta, which is even larger than the main building itself and which when complete will give them a capacity of 5,000 gallons per day.

The May Drug Company, in a recent letter to L. K. Eastman, of 1354 Woodward avenue, Detroit, say that they have been using an Eastman Capsule Filler for the past two years, that it is giving perfect satisfaction, and that it is certainly a practical device, being both accurate and easily operated. Similar expressions of opinion have been received by Mr. Eastman from all over the United States. Druggists who have not seen his filler should write at once to him for illustrated descriptions and quotations, mentioning the AMERICAN DRUGGIST.

The firm of Seger & Gross make a specialty of ready made store interiors, of artistic design and substantial structure, at exceptionally low figures. These interiors are ready for immediate delivery, and can be set up by any local carpenter. They also do a large business in making special designs after

original drawings, and have probably installed more attractive jobs in New York City than any other concern in the line. Their advertisement will be found in another part of this issue, and any points not made clear in it will be covered by correspondence. The address is 42 to 50 West 67th street, New York.

Dr. A. C. Machette, president of the Bourbon Sanitarium, at Bourbon, Ind., in a recent letter to A. Klipstein & Co., 122 Pearl street, New York, states that Isarol has been used in the sanitarium for some time, and that he has found it invaluable in all the cases in which its use was indicated. He announces his conviction that it is a most valuable remedy, which need only be tried to be sworn by. Some idea of the popularity of this drug may be gained from the fact that it is ordered in 25-pound lots by the Department of Charities and Corrections of the city of Philadelphia. A. Klipstein, New York, is the sales agent.

Soda Fountains by the Mile.

We are pleased to refer our readers this month to the remarkable soda fountain advertisement of the American Soda Fountain Company which appears in this issue. The heading at the top of this page describes the entire motive of the ad. The American Soda Fountain Company claim that they design and build 97 per cent. of all the soda fountains made and sold in the United States, that their prices are the lowest, that their terms the easiest, and in addition they make exceedingly liberal allowances for old apparatus taken in exchange for new. A request will bring a catalogue. Write to-day to any of the offices of the American Soda Fountain Company at Boston, Mass.; Philadelphia, Pa.; St. Louis, Mo.; New York, N. Y.; Chicago, Ill.; Baltimore, Md.; San Francisco, Cal.; Denver, Col.; Dallas, Texas; Atlanta, Ga., or Oklahoma, O. T.

A Remarkable Record.

On Tuesday, February 3, the New York Central handled a total of 25,982 cars. This exceeded by 500 the maximum number of cars ever moved in one day. This record, however, was again broken on Tuesday, February 10. For the twenty-four hours ending 11:59 P. M. on this date the New York Central moved 18,605 loaded cars and 9,480 empties, a total of 28,085, which is the largest number of cars ever handled in one day on this line. On the same date the Lake Shore Railway handled 10,915 loaded cars and 3,316 empties, a total movement of 14,231 cars, or a total on both lines of 48,316 cars. This exceeds all previous records in the handling of cars on these lines.

The Wonderful Possibilities of Decalcomania.

In an article published recently in *The World To-day*, attention was called to the wonderful possibilities of the decalcomania transfer process, by which beautiful effects resembling those of hand painting can be reproduced in imperishable colors and affixed to almost any article of manufacture. Few men in the commercial world to-day have any idea to what extent this process can be advantageously utilized in business, and more particularly in the advertising department of business. By this process it is possible to have an illustration of an article or of a trade-mark reproduced on the windows of the retail dealers all over the United States with the greatest degree of accuracy both as to drawing and coloring at a ridiculously small expense (only a few cents for each window). The Meyercord Company, exclusive American manufacturers of the decalcomania goods, went into this business seven years ago with a meagre half dozen employees. During that period their business has grown so rapidly that they now have the largest force employed anywhere in the world in this industry, and their output reaches the value of half a million dollars per annum. For full particulars regarding this method and its cost our readers should address the Meyercord Company, Chamber of Commerce Building, Chicago, U. S. A.

"Meddlesn chests!" said the old retired skipper, with a snort of contempt. "Hi didn't 'ave no sich tomfoolery aboard my ship, wen Hi were a-goin' to sea. Ketch me a-coddlin' of my croo. No, sir! If so be as wun of the 'ands wos feelin' queer, Hi sez to 'im, 'W're's the pain? Is it above the belt or below the belt?' If 'e sez it's above the belt, I gives 'im a hemmetic; if 'e sez it's below the belt, Hi gives 'm a dose of Hepsom sorits. Turn my ship hinto a bloumin' chemist's shop! Not me, sir."

Elegant Dispensing.

The Mallinckrodt Chemical Works in this issue announce that they are now supplying Chemically Pure Sodium Salicylate, which is especially recommended for dispensing purposes. One who is at all familiar with the Mallinckrodt chemicals must have observed that this line is especially adapted to dispensing and the requirements of physicians, as it embraces not only all of the standard chemicals but also the rarer and newer products which have a recognized therapeutic value.

The Real Orange and Lemon Flavor.

A new trade-mark which has become well known to the soda fountain dispensing druggist is that of the San Gabriel Valley Essential Oil Company, of Pasadena, Cal. We reproduce a copy of this trade-mark which is of interest on account of its uniqueness. It is supposed to be the figure of the Angel Gabriel, blowing his horn. The design was suggested by the name of the company, which was in turn suggested by the name of the valley where the company's new factory is located. Every visitor to Southern California is undoubtedly familiar with the San Gabriel Valley; in fact Southern California practically consists of the San Gabriel Valley, which with its branches extends some sixty miles inland from the Pacific Ocean.

It is in this valley where practically all of the oranges and



lemons of Southern California are grown. Naturally this enables the new company to produce an orange and lemon product to great advantage.

This trade-mark is already well known to the trade as a result of the full-page advertisements which are being run in the AMERICAN DRUGGIST advertising the company's fruit products—Soluble Concrete Oleo Resin of Orange and Lemon. These products consist of the flavoring portion of the fruit, taken out of the peel the day after it is picked, and prepared in a form ready to mix with simple syrup, bon bons and ice cream. These new products give the same flavor as the fruit itself, but save all the time and labor necessary when using the fruit by the old-fashioned methods, and in addition a good share of the expense as compared to using either the fruit or concentrated syrup.

The company reports that in seven months their customers include druggists in twenty different States.

When writing for samples, mention the AMERICAN DRUGGIST.

The Properties of Suprarenalin.

Suprarenalin is an active constituent of the suprarenal capsule and it is claimed possesses all the therapeutic properties of the fresh glands. To the naked eye suprarenalin appears as a light yellowish-white powder. It is, however, micro-crystalline, being wart- or tomato-shaped. It is almost tasteless. When dry it is stable at the ordinary temperature, but at 207 degrees Centigrade it melts with decomposition. It is difficultly soluble in cold water; more readily in hot. These solutions react alkaline toward litmus and phenolphthalein. It is readily soluble in dilute and strong acids, forming salts which have not yet been crystallized. Suprarenalin is slightly soluble in alcohol, insoluble in alcohol, ether and naphtha, and readily soluble in the caustic alkalies. A slightly acid solution of suprarenalin gives a beautiful emerald-green color with ferric-chloride and other soluble ferric salts. On standing this color changes to a carmine, or, on carefully adding alkali, the green color becomes purple. Suprarenalin is a strong reducing agent. The solutions in water or dilute acid are readily oxidized on contact

with the air, becoming pink, red and, finally, leaving a red or brown precipitate. Such decomposed solutions no longer possess the therapeutic and chemical properties of the fresh preparation. The fresh solutions also act as strong reducing agents toward silver and gold salts and toward Fehling's Solution.

Physiologically, suprarenalin is remarkably active. One two-hundred-thousandth (1:200,000) gram, injected intravenously into an adult man, causes a distinct rise in blood pressure. One drop of a one to ten-thousand (1:10,000) solution blanches the conjunctiva in one-half to one minute. It is claimed to be the most powerful stringent and hemostatic known, when used locally, and is said to be the strongest known heart stimulant.

A Strong Combination.

There is no way of getting around the fact that M. P. Gould Company, drug advertisers, of New York City, have formed a mighty solid combination of retail druggists in the United States and Canada. The combination is composed of those druggists who are contractors for this company's system of advertising.

M. P. Gould Company inform us that the system is now used by the leading druggists in just about one thousand different localities of the United States, and that not only is the list of druggists in the United States who are using the system growing rapidly, but that they are daily receiving contracts from foreign firms.

That this company is spending considerable money advertising the system, and have been doing it persistently for nearly two years, is proof enough that they have something which is prized highly by retail druggists. We would refer you to their advertisement in our last issue. You will note that there is a coupon attached to the advertisement which is worth \$2 in cash to you, providing you accept the proposition. Address all communications to M. P. Gould Company, Bennett Building, Nassau, Fulton and Ann streets, New York.

New Fountains for New England.

W. B. Berry, the New England salesman of the American Soda Fountain Company, reports the following sales made in his territory: To Messrs. James P. Dolan & Co., of Portland, Me., proprietors of the La Fayette Pharmacy, a Reliable carbonator in connection with their new "American" soda water apparatus. H. H. Hay's Sons, wholesale and retail druggists of Portland, Me., have purchased a beautiful wall apparatus and a complete outfit. This firm have been established since 1841, and have occupied the same building since March, 1856. Thos. P. Kenney, of Augusta, Me., has bought a fine "American" wall apparatus. E. W. Stevens, druggist, of Portland, Me., has also purchased a fine apparatus wall outfit. H. P. S. Gould, of Portland, Me., druggist, has bought a Reliable carbonator.

Mr. Berry reports things as looking well in New England. Business is good and the indications are for the largest soda water season for some time.

The Question of Substitution—How the Thacher Medicine Company View It.

Mahin's Magazine (Chicago) has recently published a number of articles on substitution of proprietary articles. This magazine interviewed the manager of the Thacher Medicine Company, of Chattanooga, Tenn., as to the position of that company on this much-mooted question. The facts obtained are refreshing, to say the least of it.

"We have carefully considered the question of substitution," stated Mr. Thomas R. Preston, the manager, "and have taken a different position from most proprietary medicine manufacturers.

"We do not propose that our advertising shall be burdened with warnings to the consumer to be on the lookout for marks of identification, etc., creating in his mind the impression that the druggists are dishonest. Such as this is enough to anger them, and the co-operation and good will of the druggist is what we are seeking. As a rule, we have found them honest men, disposed to do the right thing and, of course, having rights that the manufacturers must respect. We sell no aggressive cutter, no department store or any other kind of a store in competition with them.

"Our goods are placed with them at such a price as their profit is reasonable, and we make no other request of them than that they simply give our goods an equal show.

"We shall continue to co-operate with them in such manner as to bring customers to their store. To say the least of it, we have never lost anything by this position."

This question is here viewed in a very practical manner and the policy adopted by the Thacher Medicine Company is certainly to be commended for its liberality and common sense.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, APRIL 27, 1903.

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ROMAINE PIERSON.....Manager.

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THE LEGISLATURE ADJOURNS—LAUS DEO!

AT last the pharmacists of the Empire State may sleep o' nights. The Legislature of the State of New York has adjourned. We know the worst and need not take up the newspaper each morning with trepidation, lest we find that some new freak legislation has been enacted over night entailing some new burden on the retail druggist. Two important measures have been enacted at the last moment, both of which will seriously, and we fear unfavorably affect the retail pharmacist. One of these, the new stamp tax liquor law, is commented upon elsewhere in this issue; the other—the Dowling-Bostwick measure—amends the penal code so as to make it a misdemeanor to substitute any food or preparation used in medical practice in making up a prescription. The text of the measure was printed on page 202 of our last issue. The object of the measure is to make any kind of substitution a criminal offense, thus throwing the burden of the prosecution, in case of substitution, upon the State and making it a crime to substitute, for instance, one make of a fluid extract for another, though both might be equally good. The bill is evidently drafted in the interests of the manufacturers of proprietary remedies, and is not objectionable by reason of the fact that it protects their interests alone, but rather because the wording of the bill is such as to lay the druggists open to a criminal charge for using, for instance, pharmacopœial preparations of one make where those of another make happen to be prescribed, even though there may be absolutely no difference in the therapeutic value of the two preparations. Such rigid prohibitions as are laid down in this law are apt to defeat the very object of the law itself, since the officers charged with its enforcement will be quick to discern its impracticability.

EARLY ORGANIZATION WORK IN GERMANY.

A RECENT number of the Berlin *Pharmaceutische Zeitung* contained an interesting article on the early history of the German pharmaceutical press, from the pen of that veteran journalist, Dr. Fred. Hoffmann. It is difficult for us at this distant time and place to fully appreciate the condition of political and social upheaval which existed in middle Europe about the first half of the last century, finding its political expression in the French revolution and in the revolution of 1848 in Germany. While the political revolution in Germany failed of its accomplishment, the effect of the agitation was felt throughout every phase of society, taking the form of

greater activity in organization work and bringing about in every calling a movement for the purposes of advancing the commercial and social conditions of its followers. In pharmacy this spirit of the time first manifested itself in the organization of local associations, and was soon followed by the organization of the "Deutschen Pharmaceuterverein," with headquarters at Leipzig, where, in August, 1849, the official organ of the association first made its appearance.

This publication, the *Zeitschrift für Pharmacie*, proved an important factor in promoting the interests of the pharmacists who were not proprietors, and in its columns appeared many valuable articles on subjects which are still timely in pharmaceutical circles in Germany. Dr. Hoffmann's essay gives an interesting account of the early struggles of the association and of the journal, to which he gave so much of his time and his knowledge. We note with pleasure the appreciative foot note appended to the article by the editor of the *Pharmaceutische Zeitung*, who speaks in feeling terms of Professor Hirzel and Dr. Fred. Hoffmann, who are the only living participants in the organization movement in that period of storm and stress. Dr. Hirzel was associated with the *Zeitschrift für Pharmacie* from 1849 on, and Dr. Hoffmann from 1850 to 1856, when on account of his going to the university it was impossible for him to continue his active participation in the editorial management of the *Zeitschrift*. About the same period most of those who took part in the organization and in the conduct of the journal were compelled to give up active work in order to pursue their university studies. While the *Zeitschrift* itself was eventually discontinued, the influence which it had exerted on the younger pharmacists was so powerful that the movers in the work had no occasion to feel that their labors had been wasted. It will be a source of much pleasure to the large circle of friends which Dr. Hoffmann has left in the United States to learn of this interesting episode in his early life, and to know that his work for the good of pharmacy is appreciated in his native land, as it is remembered and appreciated here.

THE LABELING OF POISONS BY MANUFACTURERS.

MANUFACTURING pharmacists are considerably disturbed over the insistence of the New York State Board of Pharmacy in requiring them to affix a poison label to the outer inclosures of original packages containing any of the poisons enumerated in Schedule A of the Pharmacy law. It is contended on behalf of the manufacturers that the provision of the Pharmacy law relating to the labeling of poisons applies only to the jobber or wholesale druggist, and a strict interpretation of the law would support them in this contention. In the case of large manufacturing firms like Parke, Davis & Co., Sharp & Dohme, Schieffelin & Co., and others, whose sales in New York State represent only a small proportion of their total sales in all parts of the United States, a rule requiring them to label every poison or poisonous preparation would work a real hardship, for it would certainly be an onerous undertaking to pick out the goods that are to be sold in

New York State and label them as required by the Board of Pharmacy. Then if the ruling is to be strictly observed it would require the placing of poison labels on many proprietary medicines which are known to contain traces of the scheduled poisons. Preparations like Piso's Consumption Cure and Winslow's Soothing Syrup would come under the operation of the ruling in this way, while manufacturers would be obliged to label the popular pills of belladonna, aloin and strychnine with the word "poison," on account of their content of strychnine.

The agitation reported in our news columns directs attention anew to the great powers possessed by the New York Board of Pharmacy, which actually has authority to regulate the sale of drugs and medicines in this State in any manner it may see fit! We do not know of another board of public officers to whom the Legislature has delegated so much of its own authority as a law-making body as it has to the New York State Board of Pharmacy, and the pharmacists of the State can only hope that the great responsibility placed upon the board carries with it the requisite ballast to prevent this great power from being used in a petty manner.

LIQUOR SALES BY PHARMACISTS.

A RADICAL departure in handling the liquor problem in the drug store has been made in the Plank bill which was passed on the last day of the session of the Legislature of the State of New York, the text of which is printed in our news columns. The essential feature of the law is that the retail druggist is permitted to sell liquor without a physician's prescription in pint bottles, provided that he affix to each bottle a 10-cent State revenue stamp. It is further provided that each sale must be registered and that only one sale may be made to any one person within 24 hours.

Theoretically, this plan is the best that has yet been proposed for dealing with the sale of liquor in drug stores, but in practice we fear that it will prove a most dangerous experiment. It is understood that it was first proposed that the unit of taxation should be the $\frac{1}{2}$ pint and that a stamp of 10 cents should be affixed to each $\frac{1}{2}$ pint container. We are of the opinion that this would have been much better than the present law, as we very much fear that the tax of 10 cents a pint is so small as to encourage the sale of liquor by pharmacists for use as a beverage. In fact, we should favor a higher tax rather than a lower one, for even where there is any adequate excuse for making the pharmacy a medium for obtaining liquors, a tax of 15 or even 20 cents a $\frac{1}{2}$ pint would not be an onerous burden, but would be sufficient to prevent the undue development of this side of the drug business.

After all, the drug store is not the proper place for the sale of intoxicating liquors. It is true that once in a great while some hardship may be worked by inability to obtain liquors from the pharmacist, but when the demoralizing effect of the trade is borne in mind, the unbiased observer cannot but feel convinced that the best solution to the liquor problem in the retail drug store is to banish liquor entirely from the shelves of the pharmacy.

(Written for the American Druggist.)

SOME USES FOR EMPTY BOXES.**Old Boxes and Cases Utilized in Many Useful Ways in Countries Where They Are Not Plentiful.**

BY OUR TRAVELING CORRESPONDENT.

ISLE DE MINDANAO, P. I.

OUR correspondent noticed some of the practices of the pharmacists in Honolulu, Nagasaki, Japan; Manila and other foreign places with regard to the utilization of packing cases and observed the wide range of useful articles resulting. In these countries, where boxes are not so plentiful as in New York City and other commercial centers where sawmills and box-making shops abound, the clerks of the drug stores appreciate the usefulness of empty cases of all kinds and seldom destroy them. In most drug stores there is a back room in which are stored empty boxes of all descriptions. When the druggists desire to ship sales to some other point by freight, carrier or native runner, this room is entered and the proper sized box selected. But it is particularly of the unique applications of these empty cases that I desire to write. The processes of using almost any size and pattern of empty box for commercial purposes in the drug store prevails quite generally in all countries, excepting perhaps in the United States, where the box makers turn out new boxes so cheaply that the prosperous druggist can buy quantities of new boxes of uniform size, and suited to the purpose required, at very low values. However, even the American drug clerks with an eye to the economical, use boxes for various useful purposes.

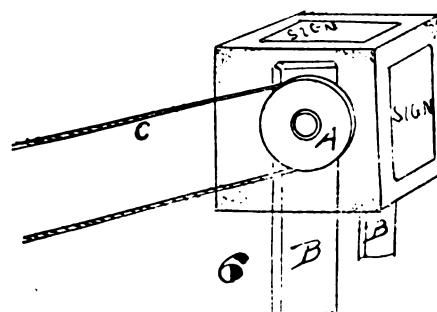
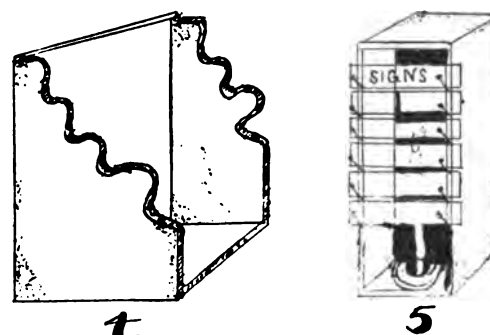
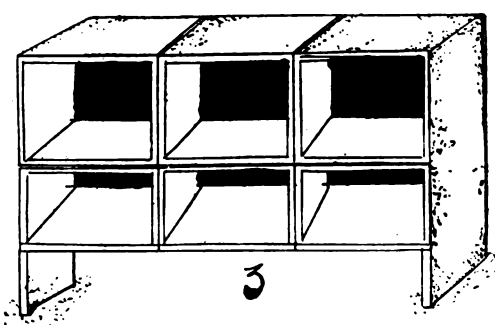
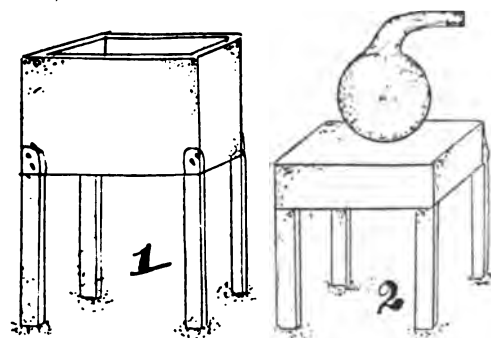
A few sketches are shown herewith to illustrate the methods of utilizing empty boxes. In Fig. 1 is shown one of the commonest and simplest ways of using ordinary empty boxes as receptacles for waste paper, for plants, for holding materials in the shop at the benches, etc. Four legs are affixed by nailing on strips of wood, as shown. In Fig. 2 is a form of small table very frequently seen in foreign drug stores and made by inverting an empty box and nailing four legs in the corners. This makes quite a substantial little stand on which vessels or apparatus can be placed as required.

In Fig. 3 is presented what is called the "box cabinet," which is made by selecting a half dozen or a full dozen of empty boxes of the same size and nailing one to the other, side by side, in two or more rows. This combination is then raised from the floor level by nailing sides to it, as shown. The side boards are of the proper height to lift the cabinet portion up to the level needed. These chambers afford very good receptacles for bottles, the smaller packages, etc. It is a cheap affair and can be used readily. If curtains are hung in front the cabinet appears neat and attractive.

In Fig. 4 is the sketch of a cigar or kindred box with the side cut off and the edges of the standing pieces gouged out to receive three or four pens or pencils. It is surprising how many penholding devices the Chinese and Japanese use of this order on their desks. The little vial of ink is usually placed within the box, below the pens. These stands are, of course, very cheap, but, when ornamented with handwork, or painted in colors with artistic trimmings and floral effects by these people, the stand becomes a thing of beauty, and I have seen some sold at good prices.

I saw a box-sign rig, of the order shown in Fig. 5, at one drug store, consisting of an oblong-shaped box, about 3 feet high and 1 foot deep and 1 foot wide. The box is merely cleared of nails and the like and placed upon end, as shown. Then across the front of the box is arranged a series of glass strips, each strip being long

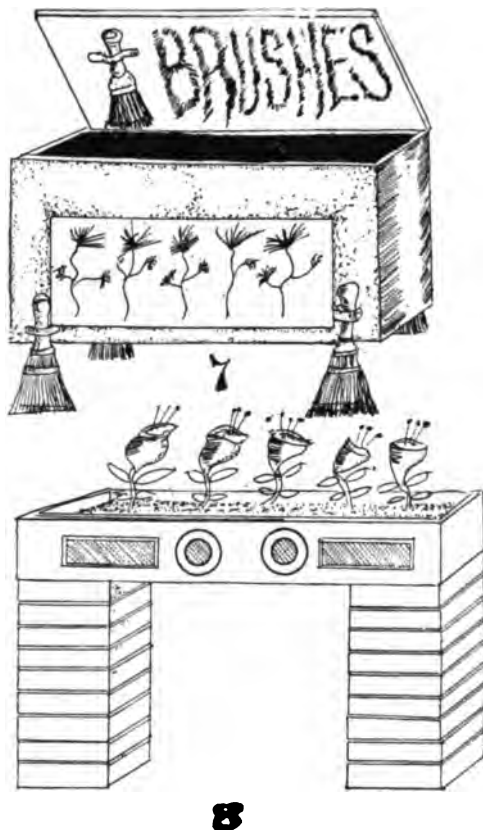
enough to extend across the sides and about 2 inches wide. Wire nails are then driven into the woodwork to act as supports for the glass pieces. Upon each strip of glass is painted the title of some line of goods in process of sale. Full, bold face letters are usually employed and the sign can be plainly seen. To intensify the effect a lighted candle is placed inside the box, back of the strips



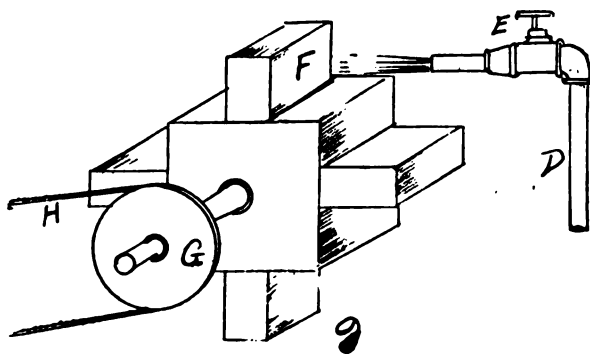
Some Uses for Empty Boxes.

of glass. These glasses, if colored, present a weird effect. Drug clerks are often very ingenious. In Fig. 6 is exhibited the handiwork of a drug salesman who, during spare hours, made a revolving device on braces. The braces consist of a wooden stand affair, with side supports *b, b*, and these supports are nailed into or mortised into a base piece. The base piece rests upon the floor of the show window. The shaft of the box revolves in bearings fitted to the upper ends of the braces. The shaft is a broom handle which extends through holes bored

through the sides of the box. To one end of the broom-handle shaft is fixed a wood grooved wheel. The drug clerk can have the wheel turned out for him for about 25 cents at the nearest carpenter shop, but the rest of the device is home made. This wheel is marked *a*. The com-



8



Some Uses for Empty Boxes.

pleted box is plastered on the four sides with the required types of signs wanted. The signs will of course apply to the goods advertised in the show window in which the contrivance is operated. The device is revolved by means of a cord *c*, extending to the motive power of the store or to some hand-crank device worked by a boy. Or perhaps an electrical or water motor is used to drive it.

Some very artistic effects in the brush line can be worked out with patience by the drug clerk. This sort of a piece of fancy work is illustrated in Fig. 7, in which an ordinary wooden box is selected from the waste box pile and painted over or covered with paper or cloth. The cover is put on with leather hinges. The word BRUSHES is then printed in some color with the brush and coloring stuffs just inside the cover, while the

front of the box is frescoed artistically, as shown. As feet for the box four hand brushes are utilized as illustrated in the figure. The effect may be heightened by affixing a few brushes to the inner side of the cover. The result is quite an artistic appearing receptacle for brushes. Brushes of the kinds handled by pharmacists may next be placed inside the box until the box is full, and then the affair is ready to exhibit.

Drug clerks are not lacking in a taste for the artistic in the flower line. Many a drug clerk has his little decoration of flowers where he can see them at times. In Fig. 8 is a combination flower stand, erected entirely with old empty boxes from the drug store refuse pile. The top box is the main one and is oblong in shape and deep enough to hold several inches of earth. This box is occasionally improved in appearance by means of decorative pieces of woods of another color, secured to the front as shown. Then the flowers are planted. Some boxes of same size, cigar boxes for example, are used for supports.

WATER MOTOR MADE WITH EMPTY BOXES.

In Fig. 9 is a sketch of a water motor made with empty boxes by a drug clerk. The main or shaft box is first bored through to receive the wooden shaft. The four boxes of proper shape to make wings, or paddles, are nailed to the shaft box as shown. The next thing is to rig supports for the bearings, and some inch stock about 8 inches wide will answer this purpose. The frame is made with legs and braces and the shaft fixed in borings made for the purpose. Then the grooved wood wheel *g* is secured to the shaft. Next we arrange for the water power. A hose line can be used to convey the water to the wings. This leads into a pipe *d*, and thence the water passes to the nozzle *e* and out against the paddle portion *f*. The waste water is conveyed off by falling into a tub arranged below, and which tub is provided with a waste pipe running to the street or to the sewer. The force of the jet of water revolves the wheel and the power is transmitted to any point in the store by the cord *h*. About 2 to 3 horse-power can be generated readily in this way to run fan wheels, mechanical show window devices, small drills and light work in the store.

Helmitol or hexamethylenetetramineanhydromethylenecitrate, is regarded as what might be termed a "reinforced" hexamethylenetetramine, both of its components yielding formaldehyde in the body, which is voided in the urine. This substance, unlike hexamethylenetetramine itself, acts equally well in alkaline and in acid urine, and while liberating large amounts of formaldehyde it does not produce irritating effects on the stomach and kidneys. The drug occurs in fine colorless crystals soluble in about 15 parts of acidulated water and almost insoluble in alcohol. The customary dose is 15 grains, four times daily. The drug is indicated in all those diseases of the urethra and bladder in which a urinary antiseptic is required.

Mesotan, which is the methyloxymethylester of salicylic acid, occurs as a clear yellow fluid miscible with alcohol, ether and the fixed oils. The drug seems to be readily absorbed by the skin to which it may be applied in the pure state, except in cases of unusual sensitiveness. It may be applied externally in mixtures composed of equal parts of olive or castor oil. Salicylic acid soon appears in the urine after the application of the drug, which is used either alone or in combination with aspirin or the salicylates. It is claimed to be almost a specific as a local analgesic in muscular and articular rheumatism.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

Price-Marks and Their Application.—(Continued.)

FOR a cost-mark proper, as has been pointed out, an Arabic numeral code with calculating rules is a good system.

The following is an example of Arabic numeral calculating code: "First figure silent; divide the figures following it by next to last figure; last figure silent." Following this rule \$1.00 may be written "720029," "940046," "770077," and in many other ways; an article costing \$8.00 per dozen may be marked "26713," "313425," "220032," "440066," etc., etc. That is, the cost of a single one is \$0.67; of two, \$1.34; of three, \$2.00; of six, \$4.00, etc.

Or the cost and selling price may be combined in a single row of figures by following this rule: The first figure gives the number of units used to express the cost, the remaining figures give the selling price. Thus, if the cost amounts to less than 10 cents, it will be expressed by a single unit and the first figure will therefore be 1; if more than 9 cents and less than \$1.00 it takes two figures; if more than 99 cents and less than \$10.00, three figures, etc.; thus an article costing 67 cents and selling for \$1.00 would be marked 267100. Were the cost 6 cents and selling price 10 cents, the article would be marked 1610. A cost of \$6.00 selling price would be written 36001000—i.e.: three figures following the first figure express the cost, the remaining figures being the selling price.

A variation of this cipher provides for the profit, instead of cost and selling price; thus an article costing 67 cents and selling at \$1.00 would be marked 233100.

Although marking by this method involves the making of a lengthy row of figures, especially where the cost and selling price amount to more than a dollar, it does not take any more time than it would to mark the cost in cipher and the selling price in plain figures, or cipher, underneath it as is ordinarily done.

In a good sized business it is an excellent plan to have a third cost-mark for office use—a secret and confidential cipher that, like the combination of the safe, is made known only to those who occupy a position of authority. The uses of such a cipher lie chiefly in the buying and book-keeping, to note credit limit, special prices, discounts, concessions and all strictly private and confidential terms either made by the firm themselves or to them by some outside party.

A large number of items in the sundry line require to be marked not only with the retail price to the public, but the price to physicians, nurses and the trade as well. This makes necessary the use of the contractions: "Dr.," "Nr.," and "Tr."—Doctors, Nurses, Trade—or their equivalents in cipher to the selling-mark. These contractions written at the end of the price answer as well as a cipher character.

For example, such lines as clinical thermometers, hypodermic syringes and certain surgical appliances need to be so marked; as three-fourths of the sales in these are

to physicians, it is out of the question to sell to them at cost or even at 10 per cent. over cost. In fact 25 per cent. is the least profit that should be made upon such goods, and by buying right a profit of 50 per cent. or more can be made and the goods still sold to physicians at a lower price than they could buy them from their instrument maker or from a "supply" or wholesale house.

Generally speaking, the physician's price should not be less than 25 per cent. advance over cost and at least 20 per cent. less than the full retail price. It is customary in city stores to give nurses a discount of 10 per cent. off retail prices. Price to the trade should not be less than 10 per cent. advance over cost when selling to brother pharmacists. Dealers in other lines should be charged more. In small towns the butchers, bakers and grocers, whose wagons go all over the surrounding country, do a lot of accommodation buying for their customers. Because the butcher boy brings in a prescription that would have come to you anyway, it is no reason why he should be charged less than the retail price for it; but it will be good business policy to allow a discount of 10 per cent. upon orders of this kind, for it stimulates business.

For a hypodermic syringe costing \$12.00 a dozen the physician should be charged from \$1.25 to \$1.50. The price to the public should be \$1.75 to \$2.00. About the same margin of profit should be made on all surgical instruments and appliances, outside of such goods as are made by the surgical dressings houses, which must be sold at list price to the profession, the dealer getting 10 or 20 off, according to quantity bought.

If the rule be followed which was suggested in a former article of marking selling price only in plain figures on all goods on which the profit is just one-third the selling price, it will be necessary to make a rule of discounts for these goods. An equitable arrangement would be: 25 per cent. discount to trade, 20 per cent. to physicians, 10 per cent. to nurses.

Only such goods as the outer wrappers, boxes or cartons of which are destroyed by the consumer when beginning their use should be marked in large plain figures. If the price must be marked upon the label or upon the article itself the marking should be done in cipher in small, inconspicuous characters. It is not advisable as a rule to keep the customers' memory continually refreshed as to the price charged for an article that they are consuming or habitually using. Price standards are constantly shifting, manufacturing costs changing and special bargains being offered, especially in fancy and sundry lines; and with the price paid fresh in mind the customer is more likely to make invidious comparisons if the article should be seen in shop windows or other stores marked at a less price.

Perfumes and other fancy goods that are often utilized as gifts should be marked in such a way as to admit of easy erasure without disfiguration when sold. Clerks should be cautioned about carefully obliterating all traces of the price when such goods are sold.

A plentiful supply of blank price tags and gummed stickers of various styles and sizes should be provided for suitably marking fancy goods and sundries. String tags are especially useful and should be kept on hand in all the sizes from the tiny tag suitable for attaching to a nail file or manicure scissors to the 1 inch square tag for fixing to the handle of a hair brush. Tags should be used whenever possible in pricing fancy goods, as the goods may then be marked in plain figures and the tag instantly detached when a sale is made.

Tags should have the price plainly marked as large as the size of tag will admit and in ink or blue pencil. Both sides of the tag should be marked so that the price may be easily seen without removing the article from

show case or window, and so save a lot of time and trouble in showing goods.

A tag with the price upon one side only is invariably found wrong side up when the customer asks the price of the article to which it is attached. Goods properly tagged frequently sell themselves.

BUSINESS ETHICS.

Questions and Answers Relating to Correct Methods in Buying Goods.

THE Executive Committee of the National Confectioners' Association have published in question and answer form a series of rules for the guidance of the trade, in which are decided a number of important points of equity in business dealings. The points covered by these rules are applicable to any business, and druggists who cultivate systematic business methods will be glad to study the principles of regulating commercial relations which have received the indorsement of so influential and successful a body as the National Confectioners' Association of the United States:

CREDITS.

Question.—How should a credit be established when beginning business?

Answer.—By a frank, clear statement to the seller, of available assets, character of business liabilities, and of all facts having a bearing on the subject, at the same time giving the seller an opportunity of confirming statements if he so desires. Frankness begets confidence.

Question.—Does the method of seeking to establish credit by giving as reference the names of houses with whom dealings have been few and unimportant meet with your approval?

Answer.—It does not, as in such cases the reports of houses given as reference are necessarily meager and indefinite, and the result is of no benefit to the one seeking credit. Such methods, on the contrary, only serve to create an unfavorable impression.

CHECKS.

Question.—About sending local checks for payment of bills which are sold f.o.b. shipper's point?

Answer.—As most banks make a charge for collecting checks on other banks not in their own cities, it is the duty of a person paying a bill to remit with exchange.

Bills are payable at point of shipment in this case. Sending a local check on which there is a charge for collection is equivalent to making payment at destination, as local checks are not current at shipper's point. Payment is therefore not in accordance with the terms of sale, which is f.o.b. shipper's point.

BILLS DUE.

Question.—When is a bill due, and where?

Answer.—If the terms are stated, the money or exchange is due to arrive at the point where resides the creditor on the last day of the term given. The remittance should be made a sufficient time in advance to reach the creditor on the day it is due.

It is an error on the part of the debtor to assume that a remittance mailed on the day it is due is paid promptly.

TIME.

Question.—Asking extension of time—how does it affect the debtor?

Answer.—It is a decided injury to the credit of the debtor, and, except in extreme cases, where every effort to secure accommodations from the banks or other sources has failed, it should be avoided as one would a pest. The amount of interest one would be compelled to pay the bank for a loan should never be a consideration in such a case. A good name is of more value than a few dollars saved in this way. To delay payment on this account is to ask the creditor to lose that which you save, as in many instances the creditor is compelled to borrow and pay interest to meet the shortage caused by debtor's tardiness.

DRAFTS.

Question.—How do you view the frequent practice of delaying payment of drafts for accounts due?

Answer.—There is nothing which causes more vexation to the creditor than this method of securing extensions. It is done without his consent, and without explanation. We condemn it absolutely as unjustifiable in any case. The debtor should pay the draft at once, or return it with reasons for failing to pay. Common courtesy demands this course.

Question.—As to claiming reimbursement from shipper for goods lost or damaged in transit?

Answer.—On delivery of shipment in good order to the railroad company, the responsibility of the shipper ceases. All claims for damages are, therefore, against the railroad company, and no claim can be legally made on the shipper for the loss.

When it is desired that the shipper make the claim against the railroad company, acting as agent of the consignee, the shipper may consent to act for the consignee, but in no case should the consignee expect the shipper to pay him the amount of the claim until settlement has been made by the railroad company.

DEDUCTIONS.

Question.—Deductions from a bill are sometimes made on the ground that the price billed by the seller is greater than that asked by others. How would you proceed in a case of this nature?

Answer.—It is the inalienable right of the seller to make his own price on his own goods, as it is also the right of the buyer to make his purchases where the greatest advantages are offered, but, on the grounds stated, the buyer who arbitrarily deducts an amount from the face of a bill can by no argument sustain his position. He should correspond with the seller, if dissatisfied, and before making deductions secure the sanction of the seller.

If it is not given, and the seller insists that the price be paid, if no agreement has been violated, it is the duty of the buyer to pay the bill in full.

PROTECTION.

Question.—Goods are sometimes rejected by the buyer after receipt, and shipped back without due care being given to repacking and shipping, with the result that they reach the shipper in a very much battered condition. Does the fact that the goods did not meet the approval of the buyer justify him in assuming that they are worthless, and that no responsibility rests with him as to their being returned in as good condition as received?

Answer.—The buyer should endeavor to protect the interest of the seller in such a case, and is morally obligated to see that no loss accrues to the seller through indifference or carelessness on his part. The assumption is always that the seller has acted in good faith, and that a mistake has been made in shipping unsatisfactory goods.

PERISHABLE GOODS.

Question.—Certain goods are perishable, a fact known to both buyer and seller. Anticipating an advance, a buyer will sometimes buy more than he needs—the goods spoil on his hands. How far is he justified in demanding reimbursement from the seller?

Answer.—In the absence of a guarantee on the part of a seller, the buyer has no right to expect the seller to stand any portion of the loss. The seller is not in a position to determine the buyer's needs, and the buyer alone is responsible for the loss on purchases in excess of his needs.

GOOD JUDGMENT.

Question.—Does a buyer evince good judgment in permitting himself to feel anger toward a house for some mistake or misunderstanding, without first submitting the question to the house direct for explanation or adjustment?

Answer.—He does not. The head of a house doing a large business cannot personally attend to every detail of the work, and mistakes will occur. Any reputable house will, upon receipt of a complaint, at once take steps to correct errors and make amicable adjustment of differences.

REFUSING A SHIPMENT OF GOODS.

Question.—What do you think of a business man who will refuse to receive a shipment, or, having received it, immediately returns it to the shipper, with no explanation?

Answer.—We look with disfavor on such a transaction. There is no good reason why a business man should be devoid of all sense of justice, as evidenced in this case. Even if the cause is good, the buyer owes the shipper an explanation for the rejection of the shipment, and further, having rejected the shipment, he has no right to ship it back, or dispose of it without consulting the shipper. The shipper may find means of disposing of it without loss to himself and should be accorded the opportunity.

RETURNING GOODS.

Question.—There are instances where the buyer will receive a shipment, make no complaint, but when demand is made for payment will at once ship the entire order, or part of it, back to the seller. What of such a case?

Answer.—We cannot be too severe in our condemnation of a proceeding of this kind. The one who is guilty of such a breach of honor merits ostracism. He should be refused the right to purchase goods at any price from any reputable house.

OVERDUE BILLS.

Question.—A buyer who permits his bills to become overdue is offended when the seller makes request for payment or explanation. Ought he to feel so?

Answer.—No. His failure to make payment lays him open to question, and he should at once reply, with full explanation, or better, a check for the amount due. It is the right of a creditor to demand and enforce payment of accounts due.

TRUSS-FITTING.¹

By JOHN W. RUSSELL, M.P.S.

Rupture is one of the most common of the numerous ills that flesh is heir to. It is also one of those which from false modesty are too frequently neglected until Nature, getting tired of warning, ultimately asserts her rights and prostrates the patient on a bed of sickness, from which he cannot rise until the knife of the surgeon has undone the havoc that years of neglect have accomplished.

Few understand what rupture really is, and little information can be derived from treatises published by so-called "rupture specialists." There is a good account of it in "The Practitioner's Guide" and in Quain's Dictionary. It is essential that chemists and druggists, in whose hands the truss trade is largely concentrated, should know how a rupture is produced, what forms it takes, and how the requisite support can be applied.

The wall of the abdomen is composed of several layers of muscles, which support the internal organs, chiefly the bowels. Where these layers join each other there must necessarily be a septum of other material than flesh, and at that particular place the abdominal wall is weakest, consequently any imperfection in the joining of the layers, or any undue strain or exertion, may produce an opening through which a part of the bowel will protrude. This is readily recognized in the case of infants, with whom the umbilicus is a place where the abdominal muscles are imperfectly joined, and if the child is allowed to cry excessively the pressure of the diaphragm

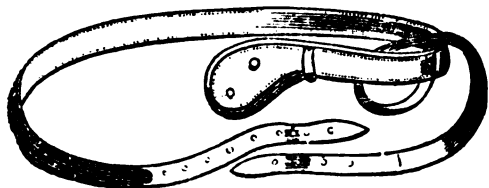


Fig. 1.

or midriff downwards on the bowels is very great, so that the abdominal contents are pushed outwards; consequently, a swelling, having the appearance of a small tumor, is formed. From the birth of the child it is the object of a careful mother to give what protection is necessary by means of a covered button placed in the center of a bandage, thus making a rudimentary truss; nevertheless, permanent swelling of stretched umbilical muscle is frequently seen, and umbilical hernia is not uncommon. Another weak spot is in the groin, or inguinal region, and when that is ruptured we find a soft swelling protruding to which the name of "inguinal hernia" is given. This is by far the most common kind of rupture. We may also have the bowel coming down alongside the spermatic cord, into the scrotum, thereby forming "scrotal hernia." This, although being the largest hernia, is the least dangerous. Another kind is that known as "femoral hernia," so-called owing to its relation to the femoral or thigh muscles. This takes an oblong shape, and is near the crest of the hip-bone. We have, therefore, four kinds of hernia, viz.:

1. Umbilical hernia, which occurs at the umbilicus or navel.
2. Inguinal hernia, occurring in the inguinal or groin region.
3. Scrotal hernia, in which the bowel has descended into the scrotum.
4. Femoral hernia, in the femoral or thigh region.

Hernia may exist from birth, owing to the non-closure of any of those places in the abdominal wall. It is then called "congenital hernia." Hernia generally results, however, from undue strain or exertion, such as severe coughing, sneezing, straining at stool, and, chiefly, lifting heavy weights or excessive athletic exercise. Both sexes are liable to the infirmity, men especially, the proportion of cases being about eight males to one female.

¹ Chemist and Druggist.

UMBILICAL OR NAVEL HERNIA.

This occurs in childhood and old age. The ordinary bandage or binder tends to prevent this form in children, but when it does present itself then a suitable umbilical belt must be applied. There are many kinds, but that with an indiarubber air pad is the best. This must be kept constantly in the proper position, and if this is done the rupture cures itself as the child grows, owing to the formation of new tissue. Umbilical hernia in the aged is due to the rupture of the thin tissue around the umbilicus, and is relieved by means of an abdominal bandage, with umbilical pad, constantly worn.

INGUINAL HERNIA.

When this shows itself advice ought to be immediately obtained, as there is danger in neglecting the simplest rupture.

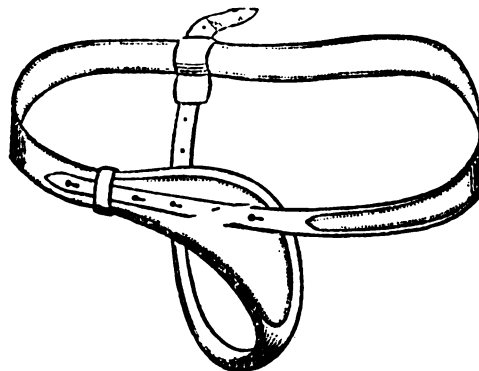


Fig. 2.

If a patient with this form of rupture neglects his health and fecal matter becomes lodged in the little knuckle of bowel, accumulation produces irritation, which excites the muscles through which the bowel protrudes; and, as all muscles contract on being excited, these follow the same law, and in consequence constrict the bowel, and in a few hours death may take place owing to strangulation. It is a mistake to suppose that because the rupture is small there is no danger, as the opposite is frequently the case and the more necessary is it that a properly fitting truss should be worn constantly. Opinions vary as to the advisability of wearing a truss at night, but it stands to reason that if the truss is nightly removed the rupture is liable to descend and again enlarge the already weakened sides of the abdominal opening, thereby rendering cure unlikely.

The form of an inguinal truss is shown in Fig. 1. It is the common truss. In fitting such a truss one has to know the girth of the patient's body from the point of the rupture round. The 33-inch truss is the usual size for the average man. In fitting one takes each end of the spring, pulls it

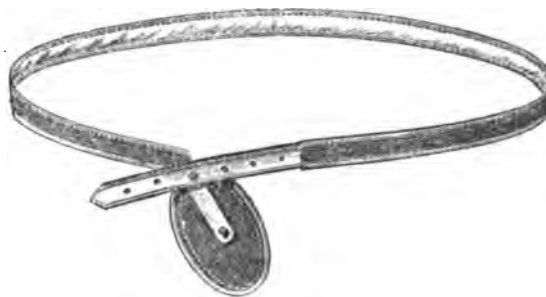


Fig. 3.

out, and slips it round the body; release first the pad end, placing it gently on the ruptured part of the abdominal wall. The strap should just fit about midway on the button of the pad; if not, a larger or smaller truss must be selected. The patient should feel the truss quite comfortable upon him; sometimes the spring is too strong or too weak; in either case the comfort of the patient should be considered; but after a time a strongish spring does not feel uncomfortable.

SCROTAL HERNIA

occurs only in males, the bowels descending into the bag as stated, and sometimes the swelling is enormous. Most men

are themselves able to replace the rupture, and this must be done before any attempt is made to fit a truss. The form is shown in Fig. 2, and it will be observed that the pad is almost triangular in shape, the point being continued to form a soft bandage terminating in a strap which goes under the scrotum, and is fixed to a buckle at the side of the truss. A scrotal truss is sometimes worn by men who have merely an inguinal rupture, and it does no harm—indeed, frequently prevents a scrotal rupture in those who have much exertion.

FEMORAL HERNIA

requires a truss of the form shown in Fig. 3. It is fitted in the same manner as an inguinal truss.

It will be seen that the most important part of a truss is the pad, the object of which is to press upon the hernial opening and prevent the bowel from protruding. There are numberless shapes of pads, some of them injurious. The worst in that respect is the "knobby" or cone-shaped pad so frequently met with in the chemist's stock. Such pads often do more harm than good, especially when fitted to a strong spring. Then the pressure slowly but surely forces the pad into the aperture, thereby enlarging it. The best pad is one about half as large again as those sent out by truss makers to the trade. It should have a flat bearing surface, which completely covers the opening and gives support to the surrounding tissues.

A rupture should never be allowed to come down, as in many instances a cure may be effected (even in long standing cases) under the pressure and support of a properly fitting truss.

The measure required for a truss is the circumference round the hips, bringing the tape to meet, and stating if the rupture is on the right, left, or both sides. The fitting of a double truss is essentially the same in principle as a single one.

MANAGEMENT OF TRUSSES.

If possible, a truss should be worn night and day. A truss should never be put on when the patient is standing upright. The patient should lie down, the body being as flat as possible, and the legs raised. In this position the rupture can be reduced and returned into the abdomen, and the truss properly adjusted. A truss should never be taken off before the patient has retired to bed, and should always be put on again before rising. A truss should only be opened sufficiently to go around the legs and be gently drawn up into position. This will prevent snapping or weakening of the spring. An extra truss should always be at hand in case of an accident and to allow of recovering the pads.

Favorite Formulas.

ANTISEPTIC DENTIFRICE ELIXIR.

Thymol	Gm. 0.13
Glycerin	Gm. 62.20
Alcohol	Gm. 77.75
Green soap	Gm. 7.66
Carbolic acid	Gtt. v
Sassafras oil	Gtt. viij
Geranium oil	Gtt. viij
Eucalyptus oil	Gtt. liij
Calamus oil	Gtt. v
Pine oil (pumilis)	Gtt. xx
Distilled water, q. s. to make	Gm. 500
Calcium phosphate, q. s. to filter.	

BETTON'S DENTIFRICE.

Cuttle bone, powdered	lb. iv
Orris root, powdered	lb. iv
Prepared chalk, powdered	lb. i
Musk	grs. viij
Rose oil	Gtt. xlvij
Lavender oil	Gtt. xlvij
Carmine solution, N. F.	q. s.

CAMPBOR ICE.

(Various Formulas.)

Ingredients.	1.	2.	3.	4.	5.	6.	7.	8.	9.	10.	11.	12.	13.
Almond oil, sweet.	16						8	8					
Lavender oil, flower				¼	½								
Verbena oil						¼							
Citronella oil													
Castor oil		12											
Olive oil			12										
Rosemary oil	¾												
Pimento oil									½	½		¼	
Rose water	16												
White wax	1	8	3	4	8	16	4		18	18	20	11	20
Spermaceti	1	6	12			8	3	1		8	10		10
Campbor	2	2	6	2	4	4	3	1	8	6	6	5	6

Suet								36		22			
Benzoated suet	16	16											
Lard							24						
Stearin										24	24		24
Glycerin	1												

The proportions are in parts by weight.

PECTORAL BALSAM (WEDEL'S).

	Grammes.
Squills	10
Elecampane	10
Extract of glycyrrhiza	10
Gum ammoniac	5
Gum benzoin	5
Anise seed	5
Gum myrrh	5
Saffron	2.50
Alcohol (70 per cent.)	200

SALOL DENTIFRICE ELIXIR.

Salol	Gm. 1
Alcohol	Gm. 100
Solution of carmine, N. F.	q. s.
Rose oil	Gtt. i
Peppermint oil	Gt. ij

CEMENTS FOR PORCELAIN, GLASS, ETC.

I.

	PARTS.
Caustic lime	10
White of egg, fresh	25
Plaster of paris	55
Water	10

Reduce the caustic lime to powder, and triturate it with the white of egg to a uniform paste. Dilute this with the water, quickly incorporate the plaster of paris, and use the cement at once.

II.

Casein, fresh	100 parts
Sodium silicate, syrupy	q. s.

Mix the casein in a mortar with enough sodium silicate to produce a uniform honey-like mass. The addition of 5 parts of calcined magnesia to every 100 parts of this cement makes a good cementing material for meerscham.

New Inventions.

A COMPRESSIBLE FOUNTAIN SYRINGE.

Patent No. 722,819, recently issued to William M. Decker, relates to a fountain syringe of a particular shape, having a wringer or pressure device for the forcible propulsion of its



contents, as shown in the accompanying illustration. A truck frame adapted to open to receive the bag is provided with rollers which travel over the bag and in this way force the fluid through the nozzle.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Dissolventive.—This is the name of a new chemical mixture for the purification of residual water from industries which has the following composition, according to *Pharmaceutische Centralhalle*: Sodium sulphate, 60 parts; bruised potatoes, 30 parts; suet, 5 parts, and ammonium oxalate, 5 parts.

Reactions for Guaiacol.—M. Guerin (*Journal de Pharmacie et de Chimie*, February 15, 1903) obtained the following two reactions with guaiacol, which may be useful in determining the identity of this substance: The addition of a solution of chromic acid, 1 or 2 per cent., to an aqueous solution of guaiacol gives a brownish color and a precipitate of the same tint. A 1 or 2 per cent. solution of iodic acid gives an orange-brown color to a solution of guaiacol, and gives rise to a precipitate of the color of Kermes' mineral.

Reaction for Peach-Kernel Oil.—A. Chwolles thus modifies Kreis's test for the presence of peach-kernel oil in almond oil. An equal volume of the oil to be tested is poured on fuming HNO_3 , sp. g. 1.4; then a like volume of a 1:1000 ethereal solution of phloroglucin is added. The whole is well shaken. Peach-kernel oil gives a deep raspberry red color, inclining to violet. Almond oil, however, gives only a faint rose tint. By comparing the tint given by the reagent with pure almond with that given by a suspected sample, an admixture of 10 per cent. of peach-kernel oil may be readily detected.—*Pharm. Zeit.* through *Phar. Jour.*

Prussic Acid in Opening Buds of Prunus.—The part played by hydrocyanic acid or its compounds in plant economy is practically undetermined. Although this problem is not made any clearer, some facts concerning the amount of prussic acid contained in plants have been brought together by Prof. E. Verschaffelt. Taking buds of *Prunus laurocerasus* and *Prunus padus*, the amount of prussic acid was found to be greater in the developing shoots than in the buds. This is not due to photosynthesis, for etiolated shoots contained more prussic acid than the normal. No direct experiments to show that the HCN compound is formed in the developing shoot could be devised, but it was demonstrated indirectly since the adjacent internodes also show an increase in the amount of prussic acid while the buds are developing.—*Kon. Akademie van Wetenschappen*, June, 1902, through *Phar. Jour.*

Purin Bodies of Foodstuffs.—The term "purin" has been applied by E. Fischer to a nucleus, C_5N_4 , which is present in such substances as hypoxanthin, xanthin, guanin, caffein, which are related to uric acid. The purin compounds are more or less soluble in the usual solvents, crystallize easily, and form double compounds with copper and silver salts. They seem to be derived originally from nucleins. In foodstuffs purin compounds occur in the free state—e. g., xanthin, etc., or "bound" as in nuclein. Purin bodies are abundant in meats, and there is little difference between white and dark meats in this respect. Peas, beans, oatmeal, asparagus and onions, among vegetable foods, contain much purin, accounting for the high uric acid excretion which follows their ingestion. From several varieties of beer and porter purin bodies have been isolated, and account perhaps for the harmful influence of these beverages in gout. The continued daily injection of hypoxanthin into rabbits hinders growth and causes degenerative cell changes in the

liver and kidney. The urinary purin, principally in the form of uric acid, is increased in feeding with fish, fowl, beef, beans and beer. The faeces may contain unabsorbed nucleins.—I. Walker Hall, *The Purin Bodies of Foodstuffs*, Manchester, 1901, through *Phar. Jour.*

The Manufacture of a Pure Yeast from Grapes for Medicinal Purposes.—Georges Jacquemin (*L'Union Pharmaceutique*, February 15, 1903) recommends the use of a pure yeast from selected grapes, instead of the beer yeast now so widely used for medicinal purposes. Yeast is an organism which develops in neutral or slightly acid media, and for medical purposes cultures of yeast must be first accustomed to the action of more concentrated acid solution—e. g., the gastric juice. The author selected a yeast from grapes growing in warm climates—i. e., accustomed to grow at a temperature of from 35 to 39 degrees C. (body temperature). Instead of raising this ferment in a neutral medium, he gradually cultivated it in acid media, so that the organism would be able to withstand the action of the gastric juice when taken internally. The culture of yeast, moreover, is not to be separated from its medium until it is used. It is administered in a wineglassful of slightly sweetened water (not more than Gm. 100 of sugar to a liter of water), the dose being 25 Cc. of the culture. These cultures of grape yeast were found to be pure and free from germs—a defect of the beer cultures now extensively used. (Yeast has been used in the treatment of various skin diseases, especially in boils and furuncles. It is given internally in furunculosis and in a short time removes the tendency to the formation of furuncles. Pharmacists are called upon to dispense a pure yeast raised according to the requirements here set forth.)

The Presence of Sugar (Saccharose) in Almonds and Its Role in the Formation of the Oil.—M. C. Vallée (*Comptes rendus de l'Académie des Sciences*, January 12, 1903), proved that almonds always contained some sugar, usually about 2.97 per cent. when matured. On examining almonds in various stages of maturity, Vallée was able to find a relation between the presence of reduction sugars, saccharose and oil. He found that the pericarp, which does not contain more than a trace of oil after maturity, contains relatively constant proportions of reduction sugars and of saccharose in the course of ripening. The almond itself, however, shows a progressive diminution in the amount of reduction sugars and a corresponding increase in the saccharose and the oil. The saccharose increases until the oil appears, then it gradually diminishes until the oil begins to be formed more slowly, when it again increases somewhat. The author supposes that there is a constant formation of reduction sugars and of saccharose in the pericarp, and that these carbo-hydrates accumulate in the almond, where they help in the formation of the oil. He could not say, however, whether saccharose or the reduction sugars is the immediate precursor of the oil. Hartwich and Ullman, who studied the formation of oil in olives and at the same time the variation in the amount of reduction sugars, concluded that the oil is formed at the expense of the glucose. This conclusion is possibly premature, since the experiments were not confirmed by methods more exact than the color reactions observed under the microscope.

A Characteristic Test for Cacodylates.—M. Bougault (*Répertoire de Pharmacie*, March 3, 1903) suggests the use of a new reagent in testing for the presence of caco-

dylates. This reagent consists of a solution containing Gm. 2 of sodium hypophosphite in Cc. 20 of water, to which Cc. 200 of pure hydrochloric acid has been added. If a small amount of sodium cacodylate is dissolved in water in a test tube and Cc. 10 of the reagent added, the tube being then closed, there will soon be developed a distinct odor of cacodyl, which happens even when there is only 0.5 milligramme of sodium cacodylate present. If the solution contain a considerable amount of sodium cacodylate, there will be a deposit of arsenic at the bottom of the tube. The methylarsenates do not act in the same manner, for they do not give the odor of cacodyl, and all the arsenic is precipitated.

Phosphoric acid may also be used to determine the presence of cacodylic acid and also to distinguish it from the methylarsenates. It is used in a similar way as the solution mentioned above. The reagent is allowed to remain in contact with the suspected solution for a considerable length of time, say twelve hours; the tube is then uncorked, and if the methylarsenate contained any cacodylic acid an odor of cacodyl is discernible. With hypophosphorus acid one can also tell the presence of arsenites or arseniates in the cacodylates suspected. For this purpose the same method is pursued as that described above, and the slightest trace of arseniate or arsenite in the solution gives a brown color or a precipitate with this reagent.

To Distinguish Raw Milk from Boiled Milk.—Dupouy (*Bulletin de la Soc. de Pharmacie de Bordeaux*, October, 1902) describes a test which enables one to differentiate between raw and boiled milk. Recently the Academy of Medicine of Paris raised the question of advising the sanitary authorities to insist upon this test, so as to prevent milk from infected dairies in districts affected with typhoid fever from being sold before it had been boiled. The reaction recommended by Dupouy (known as Sterch's) was based on the blue color which results when a few drops of hydrogen dioxide and two or three drops of a solution of parphenylendiamine (2 per cent.) are added to about ten cubic centimeters of milk. The objection to this reaction, according to Dupouy, is that the reagent becomes easily oxidized, so that the solution becomes colored merely through the influence of the oxygen of the air even if it is prepared on the previous day. He recommends, therefore, that parphenylendiamine be replaced with crystalline guaiacol, which is less easily oxidized and which remains in stable solution for a longer time, if kept in dark yellow bottles. This reagent is used as follows: To a certain volume, previously determined, of milk an equal volume of an aqueous solution of guaiacol in the strength of 1 per cent. is added, and then one drop of hydrogen dioxide is dropped into the mixture. With raw milk a garnet-red color is obtained which does not appear with boiled milk nor with Pasteurized milk.

According to the author the oxidizing properties of raw milk are due to the presence of a special oxydase, "lactonacroydase," which is destroyed like other oxydases at a temperature of 80 degrees C. or over.

The Varying Behavior of Potassium Permanganate Toward Organic Substances.—G. C. Gualdoni (*Bollettino Chimico-Farmaceutico*, March, 1903) calls attention to the fact that solutions of potassium permanganate react differently to organic substances according to the degree of hydration of these substances—i.e., the presence of hydroxyl radicals in them. Polacci, the Italian chemist, says that the difference of the reaction obtained lies in the acidity or neutrality of the solution of potassium permanganate used. The present author found, however, that hydration was the determining factor, as

appeared from a series of experiments. The lack of hydration explained the delay in the action of potassium permanganate upon molecules of Br., Cl, I, and Fl. If the salt in question be allowed to act upon hydrocarbons, or derivatives thereof, in which a portion of the hydrogen has been displaced by some halogen, its action will be very slow at ordinary temperature and pressure. On the other hand, hydrocarbons in which there are radicals which contain H and O in the proportion of water are very easily affected by potassium permanganate. The confirmation of this theory may be found in the following experiment: If potassium permanganate be added to benzin and chloroform it becomes slowly reduced to manganese dioxide, liberating oxygen and forming potassium hydrate. If it be added to chloral, however, which is a substance containing chlorine, and a hydroxyl radical, it is instantly reduced. The same may be shown with a very large number of substances, such as vaseline, petroleum, etc. This fact ought to prove of value both in pharmacy and in the industries.

The Preparation of Suppositories of Cacao Butter containing Insoluble Substances.—M. Rodillon (*Répertoire de Pharmacie*, March 3, 1903) recommends the following method of preparing suppositories, which, while not new, is of some interest. The chief feature of this method is the addition of white wax in the proportion of one-tenth of the weight of the cacao butter, which addition, he claims, renders the suppositories fusible at a temperature lower than the melting point of cacao butter. This procedure, however, as the editor of the *Répertoire* correctly remarks, has been already frequently employed by pharmacists in order to enable them to handle the suppositories with their fingers in hot weather. The author melts the mixture of cacao butter and wax at a temperature varying at from 90 to 100 degrees. After the mixture has melted he plunges the bottom of the vessel in which it had been heated into cold water, thus securing the solidification of the mass at the bottom of the vessel. This mass is now removed with a spatula, the vessel is removed from the water, the mass is rubbed in the vessel with a pestle, and the solidified portion is thus brought into contact with that which is still liquid and so again liquefies. When the mixture begins to grow opaque he adds the insoluble powder which is to be mixed with the mass, and triturates it with a pestle until the mass becomes homogeneous. When it has solidified he removes the pestle, which he frees from the adherent fat by means of a card. He then heats the mixture very gently, mixing it with a spatula, and pours it into molds, keeping the beak of the capsule as warm as necessary to facilitate the flow.

A Method of Preparing Glass Bulbs for Sterilized Injection Fluids.—M. G. Rodillon (*L'Union Pharmaceutique*, February 15, 1903) describes a method whereby a pharmacist who does not possess a sterilizer can prepare perfectly sterile bulbs for injection fluids. Glass bulbs, either open or closed, are bought of the supply houses. The closed ones are to be preferred, as they are sterile. If closed, one end is opened by breaking the sealed narrow part, and if both ends are open, one is closed by means of the Bunsen burner, or an alcohol lamp. The ampulla or bulb is then seized with forceps by the closed neck and passed three or four times across the flame, but not heated so as to burst it. The open end is then immersed in very hot water and, after a time, this water penetrates into the bulb owing to the contraction of the previously expanded air therein. The solution to be filled into the bulbs is prepared in the meanwhile and boiled to sterilize it. The water in the bulb is then allowed to escape through the open end by holding the closed end

upward. The small amount of water remaining is driven off as steam by again heating the bulb over the flame. The bulb is then, as soon as the steam has escaped, plunged into the solution to be filled into it, and by the same mechanism of expansion due to an unequal temperature the liquid rises in the bulb and fills it. The bulb is now closed in the flame by sealing the narrow open part, and the exterior of the bulb is washed. This method is quicker and less troublesome than the other more elaborate modes of filling bulbs with injection fluids.

Cinchona Wine (Vin de Quinquina, Codex).—Yvon (Société de Pharmacie de Paris, July 2, 1902) discussed the methods of preparing cinchona wine and criticised the various formulas commonly employed. The cinchona wine of French pharmacies, even when prepared according to the *Codex*, varies considerably in composition. This is chiefly because the *Codex* allows the use of either the gray or the yellow cinchona, which differ considerably in their alkaloidal contents. On examining a number of samples taken from various pharmacies the author found that wine of cinchona prepared according to the *Codex* may vary in alkaloidal contents from 7.7 to 63.59 per cent. The formula given by the *Codex* should be modified, in the author's opinion, in such a way as to give a more perfect and accurate preparation. He recommends the following formula for this purpose:

Cinchona succirubra in powder.....	Gm.	50
Alcohol, 60°.....	Gm.	100
Diluted hydrochloric acid.....	Gm.	10
Allow to macerate for six days, shaking from time to time, then add		
Bordeaux wine.....	Gm.	1000

The author found by experiment that by this method the amount of alkaloids found in the wine does not increase with the length of the maceration in acidified alcohol, and that twenty-four hours are sufficient to extract nearly all the alkaloids that are in the bark. In this way one can prepare a cinchona wine in two days, regularly representing 87 per cent. of the alkaloids contained in the cinchona used, which is not possible with the present *Codex* formula.

The Presence of Artificial Dyes in Articles of Food.—Dr. E. Spaeth (*Pharmaceutische Centralhalle*, February 28, 1903) calls attention to the fact that his method of determining the presence of artificial coloring matters in sausages by means of sodium salicylate can also be employed in examining pastry, fruits, etc. The method consists in extracting the coloring matter from the sausage with sodium salicylate and impregnating wool with the dye. The same process can be used in examining confectionery, preserved fruit, etc. The following is the method recommended: About Gm. 30 to Gm. 50 of the fruit is diluted with water in a beaker, a few grammes of sodium salicylate are added, and the beaker with its contents heated over a boiling water-bath for about half an hour. The mixture is filtered, the filter well washed a few times with hot distilled water, and the filtrate treated with a few Cc.'s of diluted sulphuric acid. The salicylic acid which is precipitated has no effect and is again dissolved by heating. The acidified solution of the coloring matter is then placed upon a boiling water-bath, a few threads of pure fat free wool are added, and the filtrate is allowed to heat for half an hour. The wool will then take on a more or less intense color, according to the amount of coloring matter contained in the fruit examined. The wool is washed in water, and then with alcohol. By means of this procedure the wool is colored uniformly and is free from particles of fruit or berries which would soil it.

In order to extract the coloring matter of pastry, the products to be examined are mixed with 50 per cent.

alcohol and, after the addition of a few Gms. of sodium salicylate heated upon a water-bath the wool is dyed in the filtrate in the manner described above. In this way the author was able to isolate coloring matter from egg-noodles and other preparations of flour. In some parts of Bavaria the flowers of mace are often adulterated by mixing them with the dust of dried bread rolls, dyed and flavored with oil of mace. This sophistication and analogous ones in spices of all kinds may be detected by the same process.

[The method is so simple that any pharmacist can use it without any special apparatus or expensive chemicals, and it certainly should be useful whenever a question of such food coloring comes up.]

Cativo Balsam.—Dr. G. Weigel (*Pharmaceutische Centralhalle*, March 12, 1903) publishes a study of this new balsam, which was first imported to London last year from Carthagena (Colombia). It appeared in the Hamburg market in April of last year, and a preliminary report on the drug was first published by the firm of Julius Grossman in that city. Holmes investigated the balsam (*Pharm. Journ.*, September 20, 1902), and the present author adds the results of his own exhaustive examination of Cativo to the data already collected by this British pharmacologist. Holmes had found that this balsam in its general characteristics and properties did not resemble copaiba, as had been stated by the importers; that it was a balsamic resin, opaque, of a dirty light brown color and slightly bitter taste, but without any appreciable odor. In its adhesive qualities it resembled bird glue. According to Bentham, Cativo is the common name of a tree which has been described by Griesbach as *Prioria copai-fera*. The tree grows in the marshy regions along the Panama Railroad and sometimes reaches the height of 100 feet. The trunk is said to measure 5 feet in diameter. The product of this tree is called in Colombia "cativo," while the tree itself is styled "cativa." The uses of the balsam were not known to Holmes, but were probably external and not internal, judging by the consistency of the drug. Umney analyzed the resin-balsam more carefully and found it to consist principally of an acid resin with the addition of an oily substance. It was not soluble in 90 per cent. alcohol, but was soluble in ether. The present author thought that, judging from its composition, this balsamic resin was derived rather from a Burseracea than a Conifera, as all the Conifera balsams gave from 20 to 30 per cent. of volatile oil on distillation, while Cativo only contains about 2 per cent. of oil, and probably consists of terpenes boiling at higher temperatures. A chemical examination of this product showed it to consist of about 80 per cent. of resin acids combined with alkalies, 13 per cent. of unsaponified constituents, 2 per cent. of volatile oil, and 3 per cent. of water and impurities. The use of this balsam, provided it is offered cheap and in sufficient quantities, would probably be to replace turpentine in the manufacture of glue—e.g., sticky fly-paper, as it is noteworthy for its viscosity and adhesive powers. Later examinations showed that the balsam contained a number of particles of flies' feet, wings, etc., and other impurities of this character. Chemically its resin consists of resinic acid, and hence it is a resinol-acid resin, which is typical in the *Cisalpinea*, *Conifera* and *Aagaricus*, according to Tschirsch.

Is Alcohol a Food? M. P. Carles (*Répertoire de Pharmacie*, February 10, 1903), gives the summary of a recent discussion on this question, with special reference to the recent article of Duclaux (*Annales de l'Institut Pasteur*, November 25, 1902.) This article is practically a review of the work of a number of American observers, principally that of Drs. Atwater and Benedict. In 1897

there were in the United States two rival societies for the study of the action of alcoholic liquors on the human system. These two societies have since consolidated their resources, and under their auspices a series of investigations have been conducted for the purpose of determining experimentally the action of alcohol on the body. Experiments heretofore conducted upon animals did not give satisfactory results, because animals do not drink alcohol, and the experiments attempted were therefore incomplete. The American scientists accordingly determined to experiment with all the necessary accuracy upon themselves, in order to find out whether alcohol serves as a food and as a producer of energy and heat. For this purpose they constructed a closed chamber, which has been compared to the very large reservoir of a thermometer, for every variation of temperature in this chamber could be measured. The observer was shut in this chamber for several days, taking with him the necessary food. A current of air analyzed at its entrance and at its exit passed through the chamber, and the observer himself made the various observations upon his pulse, his weight and the weight of the excreta, etc. The amount of food, water and alcohol and the amount of work and rest was regulated and observed. The work consisted of moving a motor cycle for eight hours at a time, and this motion was transformed into heat, which was carefully measured and added. At first the observer partook of a regular diet, including the various elements of food. Then he replaced a certain amount of the sugars and starches by alcohol of an equivalent number of calories, and finally the first diet was resumed. In this manner the influence of alcohol upon the energy of the body, and its value as a food were measured. It was found by this method that butter, vegetables and several other articles of food could be replaced by an equivalent amount of alcohol in the form of wine or whiskey. This replacement did not depend upon the amount of rest or exercise, nor upon any other circumstance of the observer's life. Alcohol, therefore, is a food, and can be substituted for a part of the food necessary for life. In order to diminish the injurious action of alcohol upon the stomach, however, it is necessary to dilute it as much as possible, and also to take it only when the stomach is already filled with solid food. An amount of alcohol corresponding to 1 liter of light wine taken during meals can therefore be said to be without injurious effect. On the other hand, the use of alcohol in the morning and before meals, or in concentrated form, brings out the poisonous quality of the liquor.

The Determination of Morphine in the Assay of Opium.—Dr. Georg Weinel (*Pharmaceutische Centralhalle*, February 5, 1903), discusses the various methods which have been proposed during the last few years, especially since the publication of the fourth edition of the German Pharmacopœia, for the assay of opium. A number of complaints have been made recently that the usual quality of Guévé opium does not contain at times the minimum of 10 per cent. morphine which is supposed to be guaranteed. But these complaints have not been found justified, inasmuch as the merchants of Asia Minor, who are engaged in exporting opium on a large scale, know very well that the wholesale dealers of Germany always assay their opium before selling it, and never accept any which contains less than 10 per cent. of morphine. It may be noted also that the wholesale dealers in Germany do not sell any opium with more than 12 per cent. of morphine, except at higher prices (to chemical factories, where morphine and its salts are manufactured). Some of the methods suggested within the last five years for the assay of opium are acceptable, although most of them

do not present any advantages over the official German method. In considering the requirements of an acceptable method of assay the author insists upon simplicity, shortness of the process, complete isolation of the morphine contained in the opium and the isolation of a pure morphine free from other alkaloids and constituents of opium. A comparative study of the various methods convinced the author that a combination of the two methods prescribed in the third and fourth editions of the German Pharmacopœia gives the best and most satisfactory results. This combined method is described as follows:

In order to prepare the powder the cakes of opium are cut into thin slices and are dried at a temperature not exceeding 60 degrees C. One hundred parts of opium powder must yield from 10 to 12 parts of morphine, and must not lose more than 8, on the average from 4 to 5, parts in weight on drying at 100 degrees C. In order to determine the amount of morphine, 6 Gm. of moderately fine powdered opium should be rubbed with 6 Cc. of water until a homogeneous mixture is obtained. A little more water is added and the mixture is brought into a dry weighed flask and enough water added to weigh 54 Gm. The mixture is allowed to stand for an hour, shaking frequently. It is then pressed through a piece of clean dry linen and filtered through a dry folded filter, 10 Cm. in diameter, up to the amount of 42 Gm., into a dry flask. The filtrate is treated with 2 Gm. of a mixture consisting of ammonia Gm. 17 and water Gm. 83. The mixture is shaken, but not too violently, and is immediately filtered through a folded filter. Of this filtrate Gm. 36 are mixed in an accurately weighed flask by agitation with ether Gm. 10. Gm. 4 of the above mentioned dilute ammonia are added, and the shaking is continued until the fluid has become clear. The flask is then closed and allowed to stand for six hours. The layer of ether is then removed as completely as possible upon a smooth filter, 10 Gm. of ether are added to the flask, the mixture shaken for a few minutes and the layer of ether again poured upon the filter. When this has filtered through, the watery solution is poured without paying attention to the crystals adhering to the filter, and the flask, as well as the filter, are washed with portions of water 5 Gm. each, saturated with ether. After the flask is perfectly empty and the filter does not drop any longer, the crystals of morphine are dissolved, after drying, in 25 Cc. of a decinormal hydrochloric acid and the solution is poured in to a flask holding 100 Cc. The filter and the flask are carefully washed with water and the filtrate is brought to 100 Cc. One-half of this amount is removed with a pipette and mixed with 50 Cc. of water in a white glass flask holding 200 Cc. Enough ether is then added so that the layer over the solution is about 1 Ccm. thick. After adding five drops of iodine-eosin solution, enough decinormal potassium hydrate solution is added until the lower watery layer, after thorough shaking, assumes a pale red color. In order to obtain this color not less than 5.4 Cc. and not more than 4.1 Cc. of the decinormal solution should be required, these figures corresponding to a minimum of 10.11 per cent. and a maximum of 11.97 per cent. of morphine free from water.

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Professor of Materia Medica, Philadelphia College of Pharmacy.

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ALBERT B. BRUNDAOE,
President of the New York State Board of Pharmacy.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Bleaching Teeth.—T. G. M. writes: "Can you tell me of any method of bleaching teeth that have become discolored by medicine. I don't know exactly what caused the darkening, but it was probably iron. I have tried hydrogen dioxide and a sulphur paste, and both helped a little but not very much."

Teeth darkened by iron will gradually resume their normal appearance when the medicine is discontinued, the process taking sometimes as long as three months. It is best in these cases to let the teeth alone and allow nature to do the work, since bleaching agents are of little use in the majority of iron discolorations. If the stain persists the natural tint may be restored by first treating the discolored teeth with a solution of either oxalic or hydrochloric acid, followed by hydrogen dioxide. If this method fails resort may be had to sodium dioxide, or Labarraque's solution cautiously applied. Such treatment should only be carried out under the direction of an experienced dentist, as the operation requires both skill and experience to insure success. Some forms of discoloration resist almost all attempts at bleaching, but care and patience will usually bring about a successful result. The treatment has often to be kept up for some time where the tooth is penetrated to any depth by the discoloration. Should the application of the hydrogen dioxide, 3 per cent. solution, not be efficacious, resort may be had to the strong ethereal 25 per cent. solution. The operation is much more difficult to perform on the whole tooth than where there is a cavity therein. Amalgam stains have so far resisted all attempts at bleaching.

The Internal Use of Tincture of Iodine.—G. F. J. writes: "In your last issue you quote H. A. D. as saying that he is not aware that tincture of iodine is ever used internally. In a pharmacy in Mexico, where I worked two years, I filled prescriptions from one Mexican physician who used the tincture in 1 and 2 minim doses quite extensively. Of course I always added a pinch of potassium iodide to effect solution. I might also add that the same physician often prescribed tincture of arnica in from 5 to 15 minim doses."

Hungarian Eye Wash.—H. M. K. submits for interpretation a copy of a prescription which was handed to him recently by a Hungarian customer.

The prescription as submitted by H. M. K. reads:

℞ Collyrii adatte lutei
guttuquinqui.
Aquae scillitalae
guttaquindecem.
M. d. s. Ssmolt.
Eg. Esspentsu veg.

Our correspondent has evidently not made a very faithful transcription of the Hungarian physician's prescription. The directions, for instance, are wholly unintelligible. The prescription itself is, however, easily interpreted. It calls for an eye water that is a great favorite with European ophthalmologists, and its title in the unabbreviated form is *Collyrium adstringens luteum*. The second ingredient is very badly rendered by our correspondent, but it is plain that aqua stillatitiae is intended, this being another name for distilled water. The prescription would then read:

℞ Collyrii adstring. luti.gtt. v
Aque destillatæ.gtt. xv
Mix and label.?

We regret our inability to make anything out of the

directions as copied by our correspondent. Since the formula of the yellow astringent collyrium may not be readily accessible, we quote it here for the benefit of our correspondent and others:

Ammonium chloride.....	Gm. 0.5
Zinc sulphate.....	Gm. 1.25
Distilled water.....	Gm. 200
Camphor.....	Gm. 0.4
Diluted alcohol.....	Gm. 20
Spanish saffron.....	Gm. 0.1

Digest for 24 hours with frequent agitation and then filter.

As to Queries from the Laity and Non-subscribers.—From non-pharmacists and non-subscribers to the AMERICAN DRUGGIST, we are constantly in receipt of inquiries for the formulas of preparations which are handled exclusively by druggists, and we take this means of notifying such that it is contrary to our policy to give information of the kind indicated to persons outside of the trade or to anybody who is not a subscriber to our journal. Subscribers who write to us for information are required to attach their names and addresses to all communications of this kind, as it is our rule to pay no attention to unsigned letters, these being invariably consigned to the waste-paper basket. Answers will be given under any pseudonym our correspondents may choose to adopt, and where no pseudonym is used answers are printed under the initials of the correspondent, a custom which we have followed for many years and one which is well known to our old subscribers.

Formularies of Soda Beverages.—E. G. S. writes: "Can you inform me where I could obtain a good book or pamphlet containing formulas for the different drinks dispensed at soda fountains?"

One of the best compilations of formulas for the manufacture of soda syrups, extracts, etc., is "The Standard Manual of Soda and Other Beverages," by A. Emil Hiss, Ph.G.; it is published by G. P. Engelhard & Co., Chicago, price \$4.00. Another useful book is "The Spatula Soda Water Guide," by E. F. White; this is published by the Spatula Publishing Company, Boston, at \$1.00. A more recent work than either of those mentioned and one which we have no hesitation in recommending is "The Soda Water Formulary," by E. G. Eberle, which is published by the Texas Druggist Publishing Company, Dallas, Texas. A review of this work was printed in the AMERICAN DRUGGIST for June 23, 1902, p. 339. Some of the manufacturers of soda water fountains publish useful books of instructions for the manufacture of syrups and fancy drinks, and one of the best of these, in our opinion, is that sent out by Charles Lippincott & Co., Philadelphia.

The Manufacture of Carbon Tetrachloride.—H. L. R. asks us to name the cheapest method of manufacturing carbon tetrachloride.

In a commercial way carbon tetrachloride is formed by passing dry chlorine gas into carbon disulphide contained in a retort to which heat is applied. The mingled vapors of chlorine and carbon disulphide so produced are passed through a porcelain tube wrapped in sheet copper, which is kept at a bright red heat. In this way carbon tetrachloride and sulphur chloride are formed. On condensing the vapors in an iced receiver a yellowish red liquor results, consisting of a mixture of car-

bon tetrachloride and sulphur chloride. The latter is removed by slowly adding an excess of potassium hydrate solution, or milk of lime, the mixture being set aside and agitated from time to time till the sulphur chloride is decomposed and separated out. The carbon tetrachloride is further purified by repeated distillation and treatment with an aqueous solution of either potassium hydrate or sodium hydrate. We are under the impression that a patent was granted a short time ago covering the economical production of carbon tetrachloride by a process resembling the foregoing, but we regret our inability to place the specifications.

Manufacturers of Casein.—E. A.—Besides the American Casein Company, 11 Broadway, New York, casein is produced on a large scale by the Rosemary Creamery Company, at Adams, Jefferson County, N. Y.

Borax Incompatible with Chloral.—H. Meurin (*L'Union Pharmaceutique*, February 15, 1903) gives the following interesting instance of an incompatibility of borax. He was asked to prepare a gargle of the following composition:

B. Chloral hydrate.....	Gm. 10
Sodium borate	Gm. 10
Syrup of mulberries.....	Gm. 50
Bolled water	Gm. 250

In working with water which was still slightly hot he noted a distinct evolution of chloroform vapor. Borax in this case therefore acted as an alkali and decomposed the chloral hydrate into a formate of soda and chloroform. At high temperatures this reaction is very brisk and takes place with a tumultuous escape of gas.

Correspondence.

The Oil of Almond Case.

To the Editor:

Sir,—There is recognized in the United States Pharmacopœia a substance that seems so innocent and so insignificant as to scarcely merit any attention, but this substance has been the means of stirring up a hornet's nest in the hands of the New Jersey Board of Health. This is oil of almond.

The article published in your recent issue on this subject has reopened a partly healed wound.

Referring to the decision of General Appraiser Fischer, I will state that the General Appraiser is decidedly inconsistent, and the decision is inconsistent within itself.

The claim of Schieffelin & Co. is based on paragraph 626, United States Tariff act of 1897, which admits free of duty the oils of almond, amber, crude and rectified ambergris, etc., nut oil and oil of nuts not specially provided for in the act.

The oil in question was returned and assessed under paragraph 3: "Alkalies, alkaloids, distilled oils, essential oils, expressed oils, rendered oils and all combinations of the foregoing and all chemical compounds, and salts not specially provided for in this act."

The General Appraiser based his action on the General Appraiser's decision No. 4540. This decision, rendered August 31, 1899, referred to the case of Chapman & Smith Company *vs.* Collector of Customs, Chicago, Ill., in which peach and apricot kernels were claimed to be subject to duty as almonds by the Collector under paragraph 269, while Chapman & Smith Company

claimed that the nuts were free from import duty under paragraph 548 as non-edible drugs and nuts.

Incidentally referring to Section 6545, Dodge & Olcott, August 28, 1884, distilled oil of almonds was assessed at 25 per cent. under paragraph 3, but on appeal liberated as an oil of almonds under 269.

Viewing this particular distilled oil of almonds from a true chemical point of view, we have more of an ether than we have of an oil. The fact that it is not miscible with water does not make it an oil, and if we want to split hairs so very finely, then it should not be admitted as an oil at all, but as a chemical compound, for it is primarily benzaldehyde, a product of decomposition of the glucoside amygdallin.

Upon consideration of these various actions, there seems to be a chaos, and this chaos has been utilized by the Solons of the New Jersey Health Board.

Let us now consider the various combinations of actions: Schieffelin & Co. claim free import of the oil of almond (French or Persica) under Section 626 as almond oil or oil of nuts. This is denied under Section 3 as an expressed oil not provided for, and based upon G. A. 4540, resulting from action of Section 548 *vs.* Section 269.

Now, then, if Schieffelin & Co. claim free importation of the oil under Section 626 as oil of almond or oil of nuts, then Section 3 becomes invalid, as the oil has been provided for as "any nut oil or kernel oil." The class of fixed oil not included in this class would probably include oil of poppy (Mohn oel) and expressed oil of mustard, for these we readily recognize as not being nuts.

Paragraph 3 having been invalidated, G. A. 4540 cannot have any bearing on the subject at all, for the oil was not presented as oil of peach or apricot kernel, but as oil of nuts; and peach and apricot pits are surely classified as nuts.

If we should admit peach and apricot pits into the market as non-edible nuts or drugs, why, then, are bitter almonds not included in that class, for they are no more edible than peach or apricot pits? And if these are treated as distinctive subjects for taxation, why, then, is the distilled oil of almond admitted free, for this also is prepared from the peach and apricot pit by maceration and distillation, as well as from the bitter almond?

As you will now note, the decision of General Appraiser Fischer is inconsistent within itself; it does seem strange that this oil of almond which is of comparatively little value from either a pharmaceutical or therapeutical standpoint, should create such a disturbance. Why is it that the oil of almond that we pharmacists have dispensed for years, that has answered all the requirements of the profession, and even of the notorious Pure Food Commission of Ohio in 1896 to 1898, is not satisfactory to the Solons of the New Jersey Board of Health?

It is an open secret that the New Jersey Board of Health is overstepping all rules of propriety, and instead of making its work popular with the pharmacists of the State have, from the very outset, made the work decidedly unpopular by its methods. Our pharmacists are willing to do what is right, but they do not want to be treated as scoundrels, as this board has done from the moment it was vested with power. A little judgment in its actions would certainly not be amiss, and would be appreciated by the pharmacists not only of New Jersey, but of the rest of the country, and the State would in no wise suffer.

April 17, 1903.

A JERSEY PHARMACIST.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

GETTING GOOD DISPLAY.

I AM in receipt of an inquiry from a man who says "I don't like the appearance of my ads, they don't seem to stand out right. What should I do to make them stick out among the other ads in the paper?"

A copy of the paper used should have accompanied this inquiry. The way to make ads stand out is to view them in their surroundings and then strive for contrast. Mere size eliminated, conspicuousness is always obtained

**NOT
A CORN**

How would you like to get rid of your corn and never have another one? You can be rid of all your corns a week or ten days from now if you will to-day buy and apply our

Oriental Corn Cure.

You can be free from corns in the future if you will keep the remedy in mind and apply it whenever a corn starts. This remedy can't harm or hurt. It simply takes off corns every time. If it ever fails we wish to return the money.

Price 15 Cents.

Use of White Space.

by contrast. A good plan to follow is to observe ads in newspapers and magazines and when one is seen that stands out, study it and endeavor to find out why it is conspicuous.

With the advertising columns of a newspaper before

NOT A CORN

How would you like to get rid of your corn and never have another one? You can be rid of all your corns a week or ten days from now if you will to-day buy and apply

ORIENTAL CORN CURE.

You can be free from corns in the future if you will keep the remedy in mind and apply it whenever a corn starts. This remedy can't harm or hurt. It simply takes off corns every time. If it ever fails we wish to return the money.

PRICE 15 CENTS.

Use of Rules. Can Be Varied in a Score of Ways.

you it is usually easy to secure prominence when once a few of the expedients of display are learned.

In the average paper the simple plan of setting the heading in larger type than that ordinarily employed for

**NOT
A
CORN**

How would you like to get rid of your corn and never have another one? You can be rid of all your corns a week or ten days from now if you will to-day buy and apply our

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You can be free from corns in the future if you will keep the remedy in mind and apply it whenever a corn starts. This remedy can't harm or hurt. It simply takes off corns every time. If it ever fails we wish to return the money.

Price 15 Cents.

Use of Bold Heading.

ads of the same size will make your ad prominent. The use of unusual borders or the employment of a liberal amount of white space about the body of the ad will yield satisfactory results. There is no method better than to have type and borders of your own, choosing those that are radically different from anything else in the paper. But even with these there should be judgment in the use of them, and the expedients suggested above should still be used.

The various settings of the corn cure ad here shown may afford a suggestion to the inquirer.

CRITICISM AND COMMENT.

FROM MEXICO.

The Warner Drug Company, American druggists at Parral, Chihuahua, Mexico, send copy of a recent booklet advertising wall paper, blood remedy, prescription department, etc. Alternate pages are in Spanish and English. The booklet is a fairly good production throughout and I dare say brought results.

This firm appears to be employing up-to-date methods, offering to call for and deliver prescriptions, etc.

The following sentence from one of the Spanish pages throws a little side light on prices; the dollars are evidently free silver ones:

"Zarzaparilla, cada botella contiene 128 dosis por \$2.50."

SOME CURRENT ADVERTISING.

The ads shown are reduced to one-fourth their original size.

No. 1 is a thoroughly good ad in every respect.

No. 2 indicates excellent choice of name for the skin preparation; the name itself is an argument for its use.

The line below the address is, I judge, a tactful one. If liquors are not sold it is well to make a point of the fact.

No. 3 is a good example of simple but neat display. This little ad would be conspicuous in almost any position.

No. 4.—This shoe ad is shown for several reasons.

In One Day

a cold can be broken up by the use of CORONA COLD CURE. These tablets relieve the headache and feverish conditions which generally accompany colds. They have a gentle laxative effect and stimulate the liver to activity. In CORONA COLD CURE you will find the best remedy for colds, grip, influenza, cold-in-the-head, etc. Price 25 cents GUARANTEED.

J. S. SAUWANN, DRUGGIST
101 1/2 W. St. Phone 22

The Very Thing

For this weather, which is destructive to the skin, is

Dry Climate Cream

This is the light effective cure for chapped hands, sore lips or rough skin. We guarantee it to give satisfaction. Only 25c per bottle.

F. L. GUTMANN, PURE DRUGS
Remember, we sell no flimsies. Our N. T. and B. B. Phone 211

Wall Paper

This sale of newest ideas and designs in wall paper is of special interest to home furnishers. Our advance showing of styles is direct from the mills. We are quoting prices that cannot be duplicated.

J. M. ROGERS,
228 So. Mich. Street.

HOW MUCH OF YOUR SHOE IS EXPENSE?

YOU pay for rent, and salesmanship, as well as for leather,—when you buy shoes.

The rental charge varies with the number of pairs sold daily from a store, and of course the fewer pairs sold the higher is the cost per pair.

And the greater number of pairs a salesman can sell in a day, the less will his services cost you per pair, and the more value can you get for your money.

A little store which does not advertise and so sells only a few pairs daily, can't afford to carry sufficient variety of shapes, sizes, and widths to fit feet promptly and properly.

The cost per pair, for rent alone, in such an unadvertised store, will be many times the cost per pair for rent and advertising combined, in the Regal system, because rent and fixed charges are the same whether 50 pairs or 200 pairs are sold from a store daily.

Regal advertising results in three times as much business being done in 51 Regal stores, as could be done at the same rent, without advertising.

Yet this vast increase in the sales of Regal stores is effected by an advertising outlay which is only about one third that of the rent paid.

Syringes and Hot Water Bottles at bargain prices this week

W. H. ELLSWORTH, Druggist,
Cor. Twenty-Seventh and Chapline Streets, WHEELING, WEST VA.

Cut Rate Prices
VS
Pure Drugs.

It isn't often we talk cut rate prices, our aim and ambition is to sell a high class grade of drugs and chemicals, and compound difficult prescriptions.

We wish to say here that we do sell patent medicines at cut rate prices, and we will not be undersold in them.

JOHN COLEMAN, DRUGGIST.
2500 Chapline Street.

A 25 Cent
Tooth Brush
For 13 Cents
Or 3 for 25 Cents.

We sold 1113 last week. Sale will last just three days longer. Don't miss it.

Goetze & Co.
CUT RATE DRUGS.
37 Twelfth Street.
3 Doors Below Market.

CORN HILL DRUG STORE.
30 SOUTH STREET.

Removal notice.
Prior to our removal to corner Main and Ohio, April 1, we have made reduction in prices on certain goods in order to reduce our stock. Rubber goods, liniments and balm, syringes, hair brushes, combs, tooth brushes, leather goods, pocketbooks, and many, many and obsolete bags. Our stock of shoes and slippers at 50c. Our best, wine and food the best preparation on the market at 50c. This is a great opportunity for saving.

Our Dress Store
L. M. KAMM, 107 North Main St.

WILLIAM HOWARTH.

their setting. Any druggist who does not recognize this as a good ad, or who cannot tell why it is good, can study it with profit.

No. 5.—Here is a bunch of three cut-rate ads that occupied these same relative positions in a Wheeling paper.

In my opinion one of these ads is quite apt to be more effective than the others. Which one do you suppose it is?

By the way, don't let your newspaper bunch your ads with your competitors this way.

If for any reason it is necessary, then see that your ad is so written and displayed that it dominates the others.

No. 6.—Money is wasted here by too much economy. An ad of this character to pay must be bold enough to impress people with the fact that something is going on.

No. 7.—The good old shotgun kind in popgun dimensions.

It is doubtful if from the beginning of advertising such an ad ever paid.

SETTLE'S SCHEMES.

From the Settle Drug Store, Yukon, Okla., comes a little folder containing mention of reasonable goods with prices, a kind of circular quite sure to be productive of results, though in this instance a still greater variety of goods would seem to have been advisable.

The circular also seems to indicate that the manager of this store has faith in schemes. He announces the winners in a previous contest, evidently relating to the number of words that could be made out of the letters in the name of the store, or something of that kind. He announces "Educational Contest No. 3," a hammock to be given for the longest list of rivers of the world. In addition the following plan is announced:

GRAB BAG.

We inclose a grab bag ticket. We give one with each purchase of 25 cents and over. Eight of them get a grab. Lowest item in grab sells for 25 cents. Many 50-cent and \$1.00 articles. Four or five \$5.00 items and a \$20.00 Elgin watch included in the list.

A BUSINESS HINT.

Here is a bit of terse advice that was appended to a letter recently received from J. M. Townsley, formerly druggist, now banker, at Idaville, Ind. "I can make a whole lot more money out of the drug business than I ever could in it. Start a bank."

The Babylonian Surgical Code.

The last number of "Records of the Past" makes no allusions to the Kaiser's famous Hammurabi letter, but with probably fortuitous timeliness prints a translation of Hammurabi's famous Babylonian code, with facsimiles of the original tablets. Very curious are the sections relating to the surgeon's art, which are cited in the New York Evening Post.

218. If a surgeon makes a severe wound with the operating knife on a patient, and the patient dies; or opens a tumor of the eye on one and the eye is lost, the surgeon shall have his hands chopped off.

219. If a surgeon performs a serious operation on the slave of a freedman with an operating knife, and kills the slave, he shall give the owner a slave in the deceased one's stead.

220. If the surgeon has opened a tumor on the eye of a slave with an operating knife, and the eye is destroyed, the surgeon is to pay 1/2 the price (value) of the slave to the owner.

Lost Without It.

I would be lost if I did not have the AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD on my table.
Bellefonte, Pa., April 9, 1903.

C. M. PARRISH.

It presents an argument for advertising that many an easy-going druggist may well heed. As an ad it presents the sort of argument that can be depended upon to yield results.

It is a first-class example of what is meant by "argument" in advertising, a quality that is conspicuously lacking in a large share of all advertising, because it is the hardest element to handle skillfully. These shoe ads, now being run in the metropolitan papers and the magazines, are among the best now appearing. In the dailies they are conspicuous because of the simplicity of

Opportunities for Export Trade.

GROWTH OF AMERICAN EXPORTS.

THE rapid growth in exportation of manufactures from the United States is illustrated by some comparative figures in a decision by the Treasury Bureau of Statistics of our export trade in manufactures to be presented in the April number of the Monthly Summary of Commerce and Finance. The figures compare production and exportation of manufactures with production and exportation of agricultural products, the purpose being to show the relative growth in each case. While

The Bureau of Statistics' discussion of exportation of manufactures presents a table showing gross value of manufactures produced in 1870 and 1900 as reported by the census and the total value of manufactures exported in those years as reported by the Bureau of Statistics; also the census figures of agricultural products in 1870 and 1900 and the Bureau of Statistics' figures of exportation of agricultural products in those years. This table is not made with the purpose of comparing the Bureau of Statistics' figures of exportation with the census figures of production, since the difference in classification makes such comparison impracticable; but the fig-



"La Purisima" Pharmacy of Dr. Luis P. Quesada, 83 Contreras Street, Matanzas, Cuba.

the census figures include under the term "manufactures" many articles not so included by the Bureau of Statistics in its classification of manufactures, the fact that the comparison is simply that of the year 1900 with 1870 for the purpose of showing the growth and not a comparison of total exports with total production, justifies the comparison and furnishes a basis for measuring the relative growth in production and exportation of manufactures and production and exportation of products of agriculture. The census figures do not state the total value of agricultural products earlier than 1870, but do state the gross value of manufactures from 1850 to 1900. The gross value of manufactures produced in the United States in 1850 was, in round terms, \$1,000,000,000 and in 1900 \$13,000,000,000, so that the product of 1900 may be said to be 13 times as great as that of 1850. The exportation of manufactures from the United States in 1850 was \$17,000,000 and in 1900 \$433,000,000, or 25 times as great as in 1850. This indicates that, comparing the figures of 1900 with those of 1850, production of manufactures was 13 times as great and exportation of manufactures 25 times as great in 1900 as in 1850.

The census reports present the figures of agricultural productions in 1870 and decennially down to and including 1900.

ures are presented side by side for the purpose of showing the relative growth in the two great classes—agricultural products and manufactures. They show, when thus considered, that agricultural production is twice as great and agricultural exportation a little more than twice as great in 1900 as in 1870; but that production of manufactures is three times as great and exportation of manufactures six times as great in 1900 as in 1870.

To sum up in a single sentence this comparison of production with exportation, in agricultural and manufactured products respectively, it may be said that, comparing conditions in 1900 with those of 1870, agricultural production has increased 92 per cent., agricultural exportation 132 per cent, production of manufactures 209 per cent. and exportation of manufactures 538 per cent.

The growth in importations of manufacturers' materials continues to be the striking feature of the statistics of our foreign commerce. The value of manufacturers' materials imported in January, 1903, was \$42,328,748 as against \$37,312,513 in January, 1902. This shows an increase over January of last year amounting to \$5,016,235, a gain of about 14

per cent. in a single year in the value of manufacturers' materials imported. Comparing the seven months ending with January, 1903, with the corresponding months of the preceding year, a gain of \$40,000,000, or 17 per cent., is shown over the figures for the seven months ending with January, 1902.

THE ALL-AMERICAS RAILROAD.

Through by Rail from New York to Buenos Ayres—
Only 5,000 Miles to Be Built—Carnegie to Finance
the Project—A Great Future for Inter-American
Trade.

THE most gigantic railroad scheme ever contemplated, of far greater magnitude than the Trans-Siberian Railway or even the Cape-to-Cairo line, has been revived and active steps are now being taken toward its realization. The project contemplates nothing less than connecting the vast railway systems of the United States with those of the South American republics, thereby affording a through rail service from New York and other trade centers of North America to the southernmost points reached by the South American railroads. In fact, if the great Pan-American system becomes a reality, it will be possible to travel or send freight from New York or other points across two continents, possibly without change of cars, to the most southern points in South America, for both Argentine and Chili are now building southward to Cape Horn.

Andrew Carnegie has become actively interested in the undertaking, the accomplishment of which would mean so much in developing our trade relations with South America. That he is in earnest is shown by the fact that he has offered to pay the expenses of a Pan-American commissioner to visit various South American republics to secure their co-operation, and should the South Americans receive the project favorably Mr. Carnegie agrees to finance the scheme of a Pan-American railway and raise the sum required to construct the necessary connecting links of railroad between New York and Buenos Ayres. The total distance between these two cities is about 10,000 miles, of which fully 5,000 miles remain to be built, or a distance in itself as great as the entire length of the Trans-Siberian Railway.

Some 13 years ago the project was taken up by James G. Blaine, who was then Secretary of State. A Pan-American Congress was held at Washington and Mr. Blaine worked indefatigably to put the plan through. This Government appropriated \$360,000 for surveys which were made, but after Mr. Blaine's death little if any progress was made until last year when, at the Pan-American Congress at the City of Mexico, it was recommended that the United States take the initiative and carry out the recommendations made by that congress. Secretary Hay has accordingly just appointed Charles M. Pepper a special commissioner to the South American republics and Mr. Carnegie has agreed to defray the expenses of this investigation. It is a singular coincidence that A. J. Cassatt, who was chairman of the first Pan-American Congress in 1890, is now president of the Pennsylvania Railroad, which has a mileage exactly equal to the distance from New York to Buenos Ayres, and which will form the first section of the through route of the proposed Pan-American Railway.

Some progress has been made on the intercontinental railroad since the United States surveys were made, and it will soon be possible to travel by direct train from New York to Ayutla, on the border of Guatemala, a distance of about 3,700 miles. From that point to Cuzco in the mountains of southern Peru, however, some 5,000 miles of railroad will have to be built.

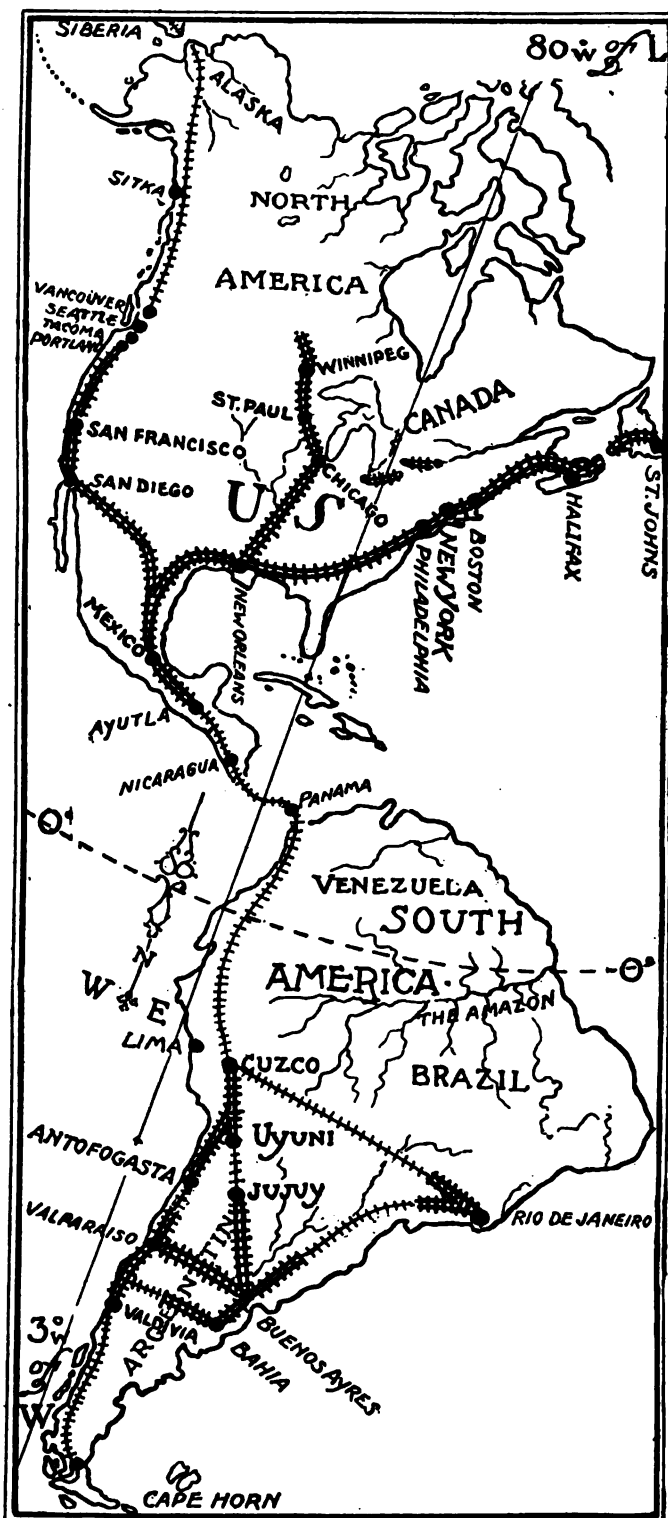
The AMERICAN DRUGGIST has already called attention to the opportunities for trade in South America, from the druggists' standpoint, and it requires no argument to show the vast importance of such a Pan-American railway as a factor in increasing commerce with the South American republics.

The United States imports from Central and South America at present amount to about \$120,000,000, or, approximately, 14 per cent. of our total imports, while our exports to those countries amount only to some \$52,000,000, or 10 per cent. of their imports. Mexico, on the other hand, owing to her railway connections, sends to the United States fully 70 per cent. of her exports and imports from this country goods of an equal value.

Extensive as is the present project for an intercontinental railway, the route of which is shown in the accompanying map, there is reason to believe that by the time it is completed, the system will be much more extensive. As already noted, both Argentine and Chili are building railroads southward to the Cape; Canada is also constructing a line to Alaska, which

American capital may extend further north, possibly to meet the railroad already being built southward from Cape Nome. A few years hence, therefore, America may have a cape-to-cape railway some 15,000 miles in length.

The cost of constructing the necessary links in the proposed



THE CAPE TO CAPE RAILROAD, CONNECTING ALL THE AMERICAS.

The double lines represent completed railroads and the single lines represent the projected lines which will complete the all-rail connection between Cape Prince of Wales in Alaska and Cape Horn in South America.

Pan-American railway is estimated at \$200,000,000, which is, approximately, the cost of the Trans-Siberian Railway, and it will probably take ten years to build these connecting links. At an average speed of 25 miles an hour, it is reckoned that it will take some 17 days and nights to make the trip from New York to Buenos Ayres.

THE DEPARTMENT OF COMMERCE AND LABOR.

Work of the New Department—An Aid to Our Export Work—Secretary Cortelyou.

PARTICULAR interest centers at the moment in the new Department of Commerce and Labor. The functions of the Department are indicated broadly by its name. They include almost every important agency of the Government which has to deal with industry and trade. The new Department will probably be most helpful in giving a fresh impetus and an intelligent and systematic direction to the expansion of foreign markets for our manufactured goods. While it may be doubtful whether the new department can add much to the sum of knowledge of our domestic trade or industries which will be of practical benefit to the average business man, it can and doubtless will collate this information in a more convenient form.

Secretary Cortelyou, of the Department of Commerce and Labor, is moving slowly and cautiously in his work of organizing and outlining the work of the new Department, especially as to the Bureau of Corporations. The scope of that bureau is so wide and its work may be of so much importance in shap-



GEO. B. CORTELYOU.

Secretary of the Department of Commerce and Labor.

ing the policy of the Government toward great aggregations of capital, that considerable care must be exercised in planning its work and its initial operations. Although the bureaus which are to be transferred from other departments will not come under Secretary Cortelyou's authority until July 1, he is working in complete harmony with the heads of the departments from which they are to be transferred. In this way he is getting in close touch with the personnel of the bureaus of which he is to have charge, and is familiarizing himself with their work. One of the immediate effects of bringing all of the statistical offices of the Government, except that of the Agricultural Department, under one head is expected to be the harmonizing of Government statistics and the elimination of much duplication of work.

The Department of Commerce will have a double part to play. On the one hand, it will be its province to keep our manufacturers and exporters informed as to conditions abroad and the special requisites for obtaining the largest possible share of the world's trade, and on the other hand, it will be able to direct and give full effect to an intelligent propaganda in foreign countries for making known distinctive merits of American wares. For some time to come it will rely mainly on our consular service, which is now generally conceded to be doing particularly valuable work. Under the new Department the consular officers will continue to be subject to the direction of the Department of State, but the latter is to co-operate with the Department of Commerce and Labor in utilizing them as agents for obtaining industrial and trade information.

To individual effort and enterprise must, of course, be left

the actual work of cultivation, but the Federal Government is now provided for the first time with efficient machinery for fully doing its part as an auxiliary. With all of the work of this kind combined and properly classified in a single department, as will now be done, it will be possible to answer inquiries of the most comprehensive character promptly and with full details. If to this judicious concentration the new Department adds, as it probably will, a diligent co-operation with commercial and trade organizations, it will no doubt become all that its projectors have hoped for it as an engine of commercial progress and expansion.

Mr. Cortelyou was born in New York City on July 28, 1862. He was educated in the public schools of Brooklyn, the Normal School at Westfield, Mass., and Harvard. He took up the study of music, and later stenography. He then became Supreme Court reporter. In 1889 he was appointed stenographer to the Post Office Inspector for New York City, and two years later stenographer to the Surveyor of the Port of New York. In the same year he went to Washington as stenographer in the office of the Fourth Assistant Postmaster-General. In 1895 President Cleveland made him stenographer at the White House, to take the place of Robert Lincoln O'Brien. Later he became assistant secretary, under Mr. Porter, who was secretary to President McKinley. On the resignation of Mr. Porter Mr. Cortelyou became secretary to the President. When Mr. Roosevelt became President he retained Mr. Cortelyou, and when the new Department of Commerce and Labor was created he appointed him to be its head.

Trade-Marks in Chile.

The Secretary of Legation at Santiago, Mr. Hutchinson, reports a valuable decision of the Supreme Court of Chile in relation to the falsification of trade-marks. Although several laws, he notes, have been passed by Congress on the subject, the last being in 1898, those dealing in genuine imported articles have been obliged to suffer from the fact that imitations made in the country were on the market under false labels. By the action of the Apollinaris Company, who have spent some \$20,000 in gaining this important decision, other merchants have a precedent in law which will make it easy for them to suppress falsifications of trade-marks, etc. The decision provides:

1. That the name of a person or of a vineyard, factory, industry, real estate, etc., belongs exclusively to the person who bears it or bestows it upon objects in his possession, by direct emanation from the right of property and other individual rights guaranteed by the constitution of the State and not through special concession of secondary laws which regulate the exercise of these rights.

2. That the law of November 12, 1874, which created a public register for the inscription of trade-marks, regulating the use of marks of this nature, has specially recognized in article 4 the principle laid down in the foregoing paragraph, by indicating that the name of a farm, mill, foundry, or factory shall be for the exclusive use of the proprietor of the farm, foundry, or factory.

3. That the said article does not require, according to this, that the exclusive right to the name shall be acquired solely by its inscription in the respective register, which inscription is necessary only, according to article 5 of the same law, in order to have the monopoly, or, in other words, exclusive right, for the use of marks which have symbols or emblems or figures or other characteristic signs, and which in their entirety form a special mark with or without the name of the producer or vender.

4. That simple logic shows that the name of a person or of a well-individualized industrial establishment cannot be legitimately used by other parties for the purpose of speculating with the same to the prejudice or discredit of its true owners, whether the latter have or have not taken the precaution to inscribe such names which always form an integral part of their patrimony.

The benefits to the agricultural industries of the Hawaiian Islands resulting from the closer relationship with the United States which has come through annexation are shown by statements recently made by a committee organized in those islands in the interest of improved agricultural operations, and especially diversification of agricultural products to meet the demands of the United States for tropical products of various kinds.

Every person opening a pharmacy in Madagascar must possess a diploma recognized by the French authorities. An annual license is also required, the cost of which is 100 francs (\$20.00).

THE NEW HEGEMAN PHARMACY.

History of the Firm and Description of the Premises.

THE new establishment of the corporation of Hegeman & Co., at 200 Broadway, was opened on April 13. The work of transferring the stock to the new building from the premises next door has occupied the entire working force for some time past and is not yet completed. We publish herewith a cut of the building, together with an account of the arrangement of the different departments of the store, prefacing what we have to say with a brief note on the history of the corporation.

In addition to being the largest retail pharmacy in the city, that of the Hegeman corporation is also one of the oldest. Its founder was William Hegeman, who was for four years president of the College of Pharmacy of the City of New York. The original establishment was situated at the corner of Walker street and Broadway, where it was established in 1827. In 1865 the business was removed to 203 Broadway, in the very heart of the business and financial district, not far removed from Wall street. Mr. Hegeman died in 1876, leaving the business to his son, J. Niven Hegeman, who, however, only kept the store two years, selling out in 1878 to Henry T. Cutter, who formed the Hegeman Corporation with the following directors: Henry T. Cutter, A. G. Cutter and George Ramsey. The site of the store being wanted for the Mail and Express Building, the company were forced, after a tenancy of about 20 years, to move from the west to the east side of Broadway. The establishment at 196 Broadway was opened in 1890, and in 1899 the Cutters retired from the corporation, leaving George Ramsey, its vice-president and general manager, in complete charge.

Mr. Ramsey is a native of Ireland, having been born at Mountmellick, Queen's County, in 1853. He emigrated to Canada at the age of 19, and after several years' experience in the drug business there—which enabled him to pursue a course of study at the Ontario College of Pharmacy, from which he graduated at the head of his class in 1875—he came to New York and started with Hegeman & Co. as a prescription clerk. This was in 1879, and his history since is intimately bound up with the success of the Hegeman Corporation.

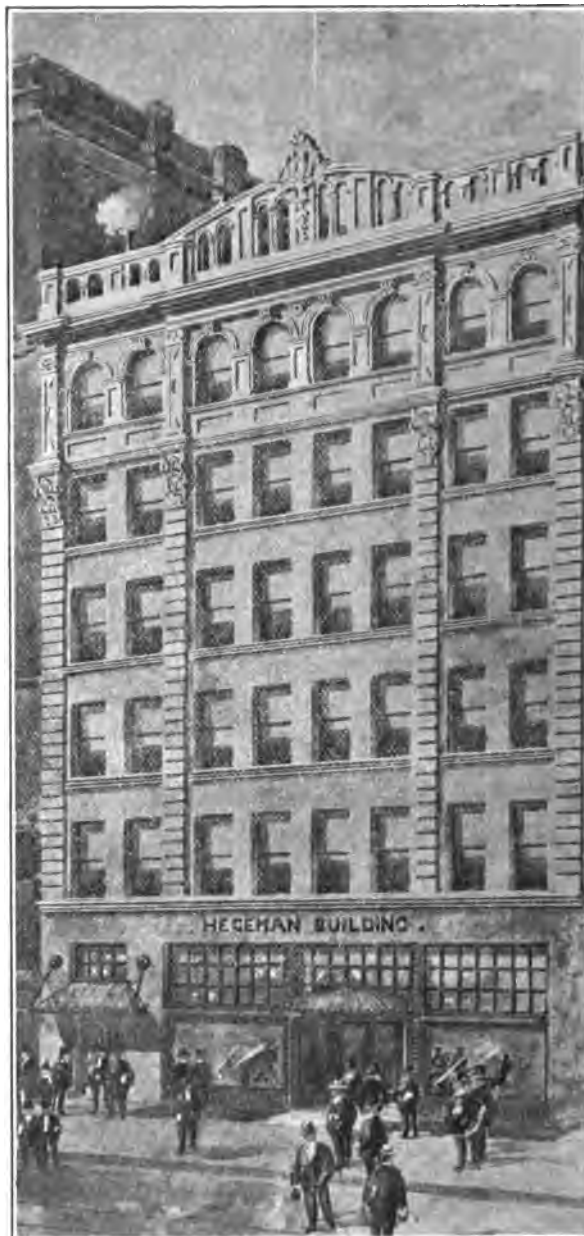
In order to accommodate the constantly expanding business, Mr. Ramsey, after considerable negotiation, secured for the erection of a new building the property at 200 Broadway, but two doors removed from their former location, for a sum approximating \$980,000.

The new structure, the front elevation of which is shown in the accompanying cut, is six stories in height, with a handsome exterior of white brick, the frontage on Broadway being 50 feet, while the building has a depth of 160 feet. The ground floor and basement only are occupied by the Hegeman Corporation, the other floors being rented for office purposes. The entrance to the pharmacy is at 200 Broadway, while the office floors have a separate entrance at 202 Broadway.

The decorations of the pharmacy are expensive and ornate, the ceilings being of metal and the floors of rich mosaic tiling. The ceiling, side walls and pillars are painted a pure white, while the wood work and show cases are of mahogany and rosewood. Encircling the nine pillars which grace the center of the store are electric light ornaments in circlets of bronze. Light is also supplied by 12 combination gas and electric light chandeliers.

The general arrangement of the store can only be touched upon briefly. On the left as one enters is the cigar counter, which extends 6 feet from the wall and is 10 feet long. From the point where the cigar counter ends the wine and liquor department begins, the cases here being 16 inches deep and fully 24 feet long, fitted with sliding shelving. Toward the center of the store is the drug department proper, extending 26 feet and containing two large marble topped counters. Back of the drug department and extending along the wall are shelving and drawers for the accommodation of articles in universal demand. The counters contain the regulation drawers, 6 inches high, the upper ones being reserved for labels. Continuing toward the rear of the store one comes to the pill and tablet section. This department has its own marble topped counters, and drawer cases are arranged along the wall for the reception of pills and tablets. The surgical instrument department occupies considerable space adjoining this, and a feature of this department is the fitting room, which is partitioned off from the store. This room measures 8 x 8 feet and nothing has been overlooked in its appointment. The entire width of the rear of the store is taken up by the prescription department, which is separated from the store proper by an ornamental wooden partition 7 feet high. The department is 20 feet deep by 40 feet wide, and is fitted with

three double counters measuring 9 x 5 feet, which give ample working space for 12 prescription clerks. Two men are able to work at each side of a counter, as they are divided by a partition in the center. On the shelves on either side of these partitions are 210 stock bottles, containing the drugs and chemicals usually called for on prescriptions. Viewing the partition which separates the prescription from the store proper, from the inside of the prescription department, a row of pill drawers is seen to extend along the front. Two windows in the partition look out upon the store. One of



The New Hegeman Pharmacy on Lower Broadway, New York.

these windows is for the reception of prescriptions, while the other is used for the handing out of the completed packages. The department is equipped with a special poison closet, and a dumbwaiter connects it with the laboratory in the basement.

On the right hand side of the pharmacy, as one enters from the street, is the soda water fountain and beverage department. The soda water fountain is 37 feet long and fitted with innumerable faucets for carbonated waters and syrups. The exterior of the fountain is decorated in onyx and bronze and the whole apparatus cost the round sum of \$20,000. It represents one of the handsomest designs of the Liquid Carbonic Acid Mfg. Company, as will be seen by reference to the illustration on the following page.

Further along toward the rear of the store is the proprietary and sundries department, which occupies 60 feet of space with its various marble topped counters, show cases and shelving. The shelves extend 16½ feet from the floor, and sliding

ladders are arranged at convenient intervals in a 60-foot runway.

A narrow gallery 2 feet wide extends completely along the left side of the store and from the proprietary medicine department on the right to the mezzanine floor, all the stock cases in this gallery being inclosed in glass. A packing room and dressing room for the employees is situated on the right side of the pharmacy to the rear under the mezzanine floor.

Two cashiers' desks, connected by cash carriers to the different counters, are situated on either side of the store, and a separate cashier's desk for the sale of soda water checks is situated convenient to the soda water apparatus.

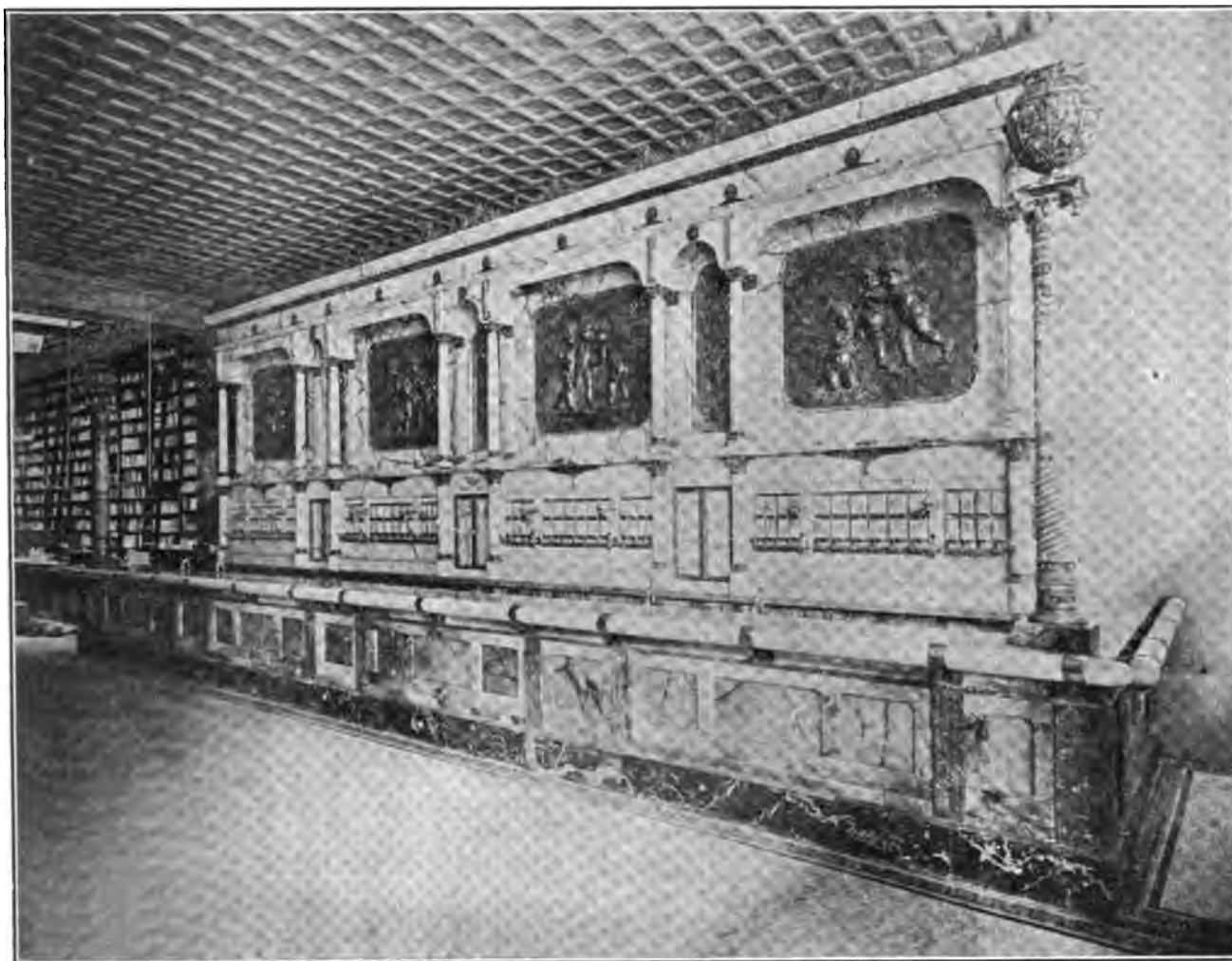
The mezzanine floor extends the entire width of the store in the rear and is intended for the accommodation of the strictly clerical and executive staff. Mr. Ramsey's office occupies part of the space here, being inclosed within glass par-

branch of the business is an important one, the sales averaging some 3,000 glasses daily.

The corporation of Hegeman & Co. operate two extensive branch establishments in the uptown district of New York, one being situated at the corner of 125th street and Seventh avenue, and the other at 155th street and Amsterdam avenue.

The Ohio Poison Law.

The Cincinnati correspondent of the AMERICAN DRUGGIST thinks that the omission of the red label and the skull and crossbones from other requirements of the Ohio poison law was a serious one, and that the failure to make this requirement is severely criticized by many Ohio druggists. The editor of that journal appears to share in the opinion as to the omission. We have heard no complaints from Ohio druggists



The \$20,000 Fountain Made for Hegeman & Co. by the Liquid Carbonic Acid Mfg. Co.

titions, while outside are desks for cashiers and bookkeepers.

In the basement beneath the store proper ample space has been provided for laboratory workers and packers. On the basement floor are toilet accommodations for both the male and female clerks; a wrapping room, 80 x 24 feet, and a laboratory for the manufacture of pharmaceutical preparations. The laboratory is fully equipped with powder mills, tablet and triturate machines, emulsifiers, sifting machines, etc. Under the sidewalk are stone and brick vaults for the storage of acids, oils, combustibles, etc. The syrup department occupies a place in the basement directly underneath the soda fountain in the store above, the jars and bottles being conveyed to the soda water attendants by means of a dumbwaiter. A sub-basement intended for the storage of goods contains 112 feet of shelving.

The number of employees at present on the payroll is 97, inclusive of 12 prescription clerks. The average number of prescriptions dispensed in a day is 375. The enormous trade that is done in soda water drinks may be inferred from the fact that during the summer time as many as 7,000 glasses have been dispensed in one day. Even in the winter this

about omissions from the new poison law, but have received a good many as to its exactions. But if any druggist feels that it is his duty to have his poison labels printed in red, and to bear the cautionary emblem, by all means let him do so, and he will be complying with the law in every particular. We think it better to have as few specifications as possible embodied in any law, and as long as the essential points are covered the minor details may be properly omitted. If the law as it stands is carefully observed the druggists may be congratulated on their fidelity to grave responsibilities. Put the death's head and the red ink on if you want to do so.—Midland Druggist.

T. B. Glazebrook, vice-president of the Tilden Company and manager of their St. Louis house, has recently recovered from a severe attack of pneumonia and is now recuperating in Southern California. Mr. Glazebrook, who is famous for his wit, recently wrote a friend, "Up to the present time all the hotels I have struck out here seem to be run upon the principle that visitors come out here solely for the climate."

JOINT MEETING OF N. W. D. A. AND PROPRIETARY ASSOCIATION.

Charles F. Cutler Chairman of the Local Committee—
To Meet September 7.

Boston, April 23.—The next meeting of the Wholesalers' Association will be held in Boston, September 7 to 12. The Proprietary Association of America will abandon the contemplated May meeting and convene at Boston on the above dates, in conjunction with the wholesalers. The headquarters will be at the Hotel Somerset. Charles F. Cutler, of the Eastern Drug Company, is chairman of the Committee on Arrangements and Entertainment, but no meeting of the committee has as yet been held.

THE LABELING OF POISONS.

New York Retailers Fined for Selling Original Packages Containing Schedule Poisons Without a Poison Label—Manufacturers Complain and will Try to Make the Board of Pharmacy Change Its Ruling—Col. E. W. Fitch on the Situation.

Several drug stores of this city, including some of the leading Broadway pharmacies and department stores, have recently been fined by the State Board of Pharmacy for violating the provision of the State Pharmacy law relative to the labeling of poisons. The board found that some of these stores had sold morphine tablets and similar articles in original packages without affixing to the package the required poison label. The proprietors of such stores contended that since the goods were sold in large quantities in the original package the sale was in the nature of a wholesale transaction and that the packages should have been so labeled by the parties selling the goods to them in the first place, admitting that the manufacturer had not put on a poison label. It was also contended that the articles sold were preparations containing poison rather than a poison without any other ingredient. The board, however, did not apparently think such explanations sufficient to excuse them for not putting on a poison label, it being held that the goods were sold at retail and the law specifically provides for labeling all poisons when sold at retail. The fines were accordingly imposed and duly paid.

But the matter has not stopped there. The board is not confining its efforts to retail pharmacies or other retail stores where drugs and medicines are sold. The manufacturers of morphine tablets and preparations containing poisons in a greater or less amount are receiving a share of the board's attention at present, and a very nice question has come up as to how the State Pharmacy law should be construed in relation to such manufacturers. The board, it seems, or some members of the board at least, incline to the opinion that all such manufacturers should be compelled to label with a poison label every package of morphine tablets and all similar preparations put up and sold by them. The pharmacy law itself does not specifically provide that manufacturers shall do this, although it does state that wholesalers shall put a poison label on every package containing poisonous articles, a suitable label printed in red ink with the word "poison." Many manufacturers sell at wholesale direct to retailers and the board, therefore, thinks that they should come under that provision of the law.

Manufacturers are up in arms against this construction of the statute. They claim that the law applies only to retailers and wholesalers, that the law definitely states this fact, and since the object of the pharmacy law is to protect the public it is up to the retailer to see to it that every poison or article containing poison is properly labeled. They point out that a compliance with such an interpretation of the statute would entail a great deal of additional labor and expense.

The matter was the subject of special discussion at the recent meeting of the Drug Trade Section of the New York Board of Trade and Transportation, at which Albert Plaut, of Lehn & Fink, chairman of the section, presided, and which was attended by representatives of prominent manufacturing pharmacists. Col. E. W. Fitch, manager of the New York branch of Parke, Davis & Co., spoke at length on the new proposition. He pointed out several apparent inconsistencies in the law itself and also the difficulties which manufacturers will face if they are obliged to comply with the board's interpretation of the pharmacy law relating to the labeling of poisons or poisonous preparations. "In the first place," said

he, "Section 198 of the law is headed 'Poisons: retailing of.' Any one reading that heading would naturally conclude that it related only to the retailing of poisons. The law under this section says: 'It shall be unlawful for any person to sell at retail or furnish any of the poisons named in the schedules hereinafter set forth, without affixing or causing to be affixed to the bottle, box, vessel or package a label containing the name of the article and the word poison distinctly shown, with the name and place of business of the seller, all printed in red ink, *together with the name of such poisons* printed or written thereupon in plain, legible characters.' It is hard to see what is meant by the phrase 'together with the name of such poison,' since the first part of the section already states that the label must contain the name of the poison. It seems unnecessary repetition. There are two schedules given, known as Schedule A and Schedule B, different poisons being named in each. The provision relating to wholesalers requires them to affix a red poison label to every bottle, box, parcel or other inclosure of an original package containing any of the articles enumerated in Schedule A. That would seem to relieve wholesalers from putting such a label on packages containing articles enumerated in Schedule B, among such articles being aconite, belladonna, digitalis, arsenical solutions, carbolic acid, creosote, chloroform, oxalic acid, chloral hydrate, Paris green and other poisons. Those poisons are certainly most dangerous. Why is the wholesaler not required to label such poisons?"

"If the Board of Pharmacy insists on manufacturers labeling every poison or poisonous preparation it will mean a great deal of extra work and expense for such manufacturers. Take our house for instance. We sell goods in all parts of the United States, and throughout the world for that matter. Our sales in New York State alone are, of course, only a small percentage of our total output, perhaps not over 10 per cent. It would be impossible to pick out the goods that are to be sold in this State and label them as required by the Board of Pharmacy. We would have to label every package containing a poison so as not to run the risk of some article being sold here without such a label, thereby subjecting us to a fine in each case. Other firms are in the same boat."

Arguments of a like nature were made by others present. It was also brought out that there are many preparations which contain morphine, strychnine and similar poisons in very small quantities, which are not poisonous in the doses usually prescribed. If such articles were labeled with a red poison label it would probably hurt the sale of such goods to a great extent, the purchaser naturally being afraid to use them.

It was finally decided to ask for a conference with the members of the eastern branch of the State Board, to see if some way cannot be devised of meeting the situation that will be satisfactory to all concerned.

STAMP TAX FOR NEW YORK DRUGGISTS.

Druggists Will Be Required to Affix a Ten Cent Revenue Stamp on One Pint Quantities of Liquor, Which is the Limit of Sale to One Person—An Amendment to the Liquor Tax Law.

Albany, N. Y., April 22.—Under the provisions of the new bill affecting the sale of intoxicating liquors by druggists, and which was prepared and recommended by State Excise Commissioner Cullinan, the retailers gain a strong point. Mr. Cullinan advocates the imposition of a stamp tax on the druggists' sales of whisky. An amendment to this effect was presented to the State Legislature and passed in the closing hours of the session.

The amendment is to Section 11, and it authorizes duly licensed pharmacists, holding a certificate under subdivision 3 of that section, to sell liquor in quantities not to exceed 16 ounces, and only one sale to be made to the same person on any day without a physician's prescription, upon payment of a special stamp tax of 10 cents upon each 16 ounces or fraction thereof. The stamp to be prepared by the commissioner and sold in suitable quantities to each pharmacist, upon application, one stamp to be attached to each bottle and canceled at the time of sale, and a register to be kept of each sale, giving the name of the purchaser, his place of residence, and the kind and quantity of liquors purchased. This will enable the pharmacist to supply the limited legitimate demand which exists on the part of their customers who need liquors for medicinal purposes, but who do not desire to go to a regular liquor store or saloon for that purpose, and without the trouble or expense of obtaining a physician's prescription, which is not required in any case of saloon or storekeepers. At the same time the amount of special tax exacted will place the pharmacists at

such a disadvantage that the traffic will not be conducted in competition, to any material extent, with the general retail dealer who trafficks in liquor not to be drunk on the premises thereof. The stamp to be prepared by the commissioner and sold in suitable quantities to each pharmacist, upon application where sold. The text of the section relating to sales by pharmacists is as follows:

The holder of a liquor tax certificate under subdivision 3 of section 11, upon the payment of a specified tax hereinafter assessed, may, except during prohibited hours, and subject to the further provisions hereof, sell liquor other than alcohol in quantities of not more than one pint, without the written prescription of a regularly licensed physician, no part of which shall be drunk on the premises where sold, or in any outbuilding, yard, booth or garden appertaining thereto or connected therewith. There is assessed upon such sale the sum of 10 cents.

The State Commissioner of Excise shall prepare and issue to such certificate holder, upon application and upon payment therefor, suitable stamps of the value so specified, which shall be affixed to each bottle containing any portion of such quantity sold as aforesaid, and canceled in such manner as the Commissioner of Excise may direct. It is further provided that not more than one pint of liquor, whether of one or more kinds, shall be sold to one person on the same day, and that such sale shall be duly recorded in a book kept only for such purpose, and such record shall give the date of sale, the name of the purchaser and his or her residence and the kind and amount of such liquor, and such record shall be kept open for inspection by any special agent or peace officer.

No sale of liquor under the provisions of this sub-division shall be permitted in any town in which, under section 16 of this act, the sale of liquor under sub-division 3 of section 11 is prohibited. The excise taxes assessed and collected under this sub-division shall be distributed as are taxes assessed under sub-division 4 of this section.

The New Jersey Association.

Lake Hopatcong was selected as the meeting place of the New Jersey Association for this year, but the Committee on Entertainment found that it would be impossible to secure suitable accommodation at that resort for the meeting at the time desired and as a consequence the Executive Committee have decided to change the place of meeting to Ashbury Park, and June 10 and 11 have been selected as the dates for holding the meeting. The first session will be held on the morning of June 10 but this will be a purely formal affair and the real business of the association will probably not be taken up until the afternoon of the 10th.

Obituary.

ELI RANDALL.

Died in Buffalo on the 21st of April Eli Randall, for many years connected with the wholesale drug house of Plimpton, Cowan & Co. and for some time the west side city salesman of the company. Mr. Randall was especially well known to the city drug trade, outside of the acquaintance he necessarily made in his business rounds. He had a very incisive personality and was always reckoned on in all the undertakings of the druggists, who addressed him familiarly by his first name and looked on him as indispensable whatever was to be done. He was secretary and treasurer of the Buffalo Druggists' Bowling Club, and a match game with the Unions, of the city, which had been arranged for the week of his death, was indefinitely postponed on account of his illness. He was about 36 years old and leaves a family. The cause of his death was pneumonia.

Died.

CHESTER.—In New Brunswick, N. J., on Monday, April 13, Prof. Albert Huntington Chester, a curator of the Geological Museum and professor of chemistry and mineralogy at Rutgers College, in the sixtieth year of his age.

COOK.—In New York City, on Friday, April 10, Gilbert Snowden Cook, in the fifty-fifth year of his age.

DE VOE.—In Highland, Kan., on Thursday, April 16, William De Voe, in the seventy-fourth year of his age.

ECKEL.—In Charleston, S. C., on Thursday, April 16, Dr. Augustus W. Eckel, in the sixty-fifth year of his age.

GRIFFIN.—In East Norwalk, Conn., on Tuesday, April 21, Thomas B. Griffin, in the fortieth year of his age.

KINSILLA.—In Paterson, N. J., on Thursday, April 9, William H. Kinsilla.

SQUIRES.—In Albia, Iowa, on Saturday, April 18, C. P. Squires, of Burlington, in the seventy-sixth year of his age.

STEPHENSON.—In New London, Iowa, on Monday, April 13, Edward Hoffman Stephenson, in the seventy-fourth year of his age.

TOMLINSON.—In Indianapolis, Ind., on Thursday, April 9, Dr. James M. Tomlinson, in the eighty-first year of his age.

FOULKE.—In Stroudsburg, Pa., on Friday, April 17, Dr. Samuel L. Foulke.

SCHNEFF.—In Wheeling, W. Va., on Friday, April 17, Christian Schnepf, in the sixty-third year of his age.

GREATER NEW YORK.

Harry Gilpin, of Gilpin, Langdon & Co., Baltimore, was a recent visitor at the Drug Club.

Prof. John Uri Lloyd paid a flying visit to this city a few weeks ago.

W. L. Bucher a prominent retail druggist of Columbia, and Sam Felt, a well-known wholesaler and retailer of Watertown, N. Y., were among the recent visitors to the local drug market.

Prof. Frank S. Hereth, of the Searle & Hereth Company, Chicago, spent several days in this city about the middle of the month.

A new incorporation is the Yates Drug & Chemical Company, New York; capital, \$60,000. Directors, F. B. Yates, Florence H. Yates and G. W. Yates, jr., New York.

Col. John W. Lowe, formerly president of the Connecticut Pharmaceutical Society, has sold his New Haven store. He spent a week recently in this city with his two sons, Clarence and John W., jr.

The Empire State Drug Company's New York City offices have removed to 234-236 Pearl street, at the corner of Beekman, where their enlarged quarters will give them ample room for their growing business.

William S. Gill, superintendent of the perfumery department of W. J. Bush & Co., Limited, of London, was a recent guest at the Drug Club. Mr. Gill has had considerable experience in the drug trade and is a keen and discriminating observer.

William H. Kinsella, fifty-three years old, a well-known druggist of Paterson, N. J., committed suicide on April 9 by taking the contents of an eight-ounce bottle of carbolic acid at his home, 242 Van Houten street. Despondency, caused by ill health, was the cause. He leaves a widow and daughter.

It is with pleasure that we record the marriage of Thomas J. Keenan, associate editor of the AMERICAN DRUGGIST, to Miss Caroline L. Kelsch, of Brooklyn, on April 14. We feel sure that all of our readers will join us in wishing great happiness to the newly wedded couple.

Clarence Blanchard, formerly with the Eastern Drug Company, is now connected with the firm of Lehn & Fink, and will represent that house as salesman in Maine, New Hampshire and Central and Western Massachusetts. Mr. Blanchard was with the Eastern Drug Company for eight or ten years.

The Atwood Drug Company, who operate the pharmacy at 850 Broadway, between Thirteenth and Fourteenth streets, were incorporated by the Secretary of State on April 15 with a capital of \$10,000 and the following directors: Carrie C. Atwood and Mabel J. Atwood, New York, and G. B. Wray, Yonkers.

Geo. J. Seabury was among those in attendance at the meeting of the National Manufacturers' Association held recently at New Orleans. Mr. Seabury is an active and enthusiastic member and is in close sympathy with the views of the president of the organization, whose views he usually presents on the floor.

A. A. Mack, of Mack & Co., wholesale druggists of San Francisco, recently spent a week in this city on his way to Europe, where he expects to spend about a year. Mr. Mack acted as toastmaster at the dinner given to the National Wholesale Druggists' Association by the druggists of San Francisco last autumn, and both he and his wife were indefatigable in their efforts to entertain the visitors.

The effects of the American Buchu Company, at 138 West Thirty-fourth street, were sold out by the sheriff on April 14 for \$500 on an execution in favor of Herbert Farrell for \$1,283. The company were incorporated in December, 1901, with a capital stock of \$2,000 and was increased on November 10, 1902, to \$1,000,000. Henry H. Kane, the president, filed a petition in bankruptcy on April 1 last.

The New York Drug Trade Club is the favorite rendezvous for out of town members of the trade, both wholesale and retail. Among those registered the past fortnight we note A. B. Lambert, of the Lambert Pharmacal Company, St. Louis, Mo.; Charles G. Merrell, of the Wm. S. Merrell Chemical Company, Cincinnati, Ohio; John H. Medley, jr., Detroit, Mich; Northam Warren, assistant buyer for Parke, Davis & Co., Detroit, Mich.

The Bayonne (N. J.) Druggists' Association held its annual meeting on April 16 and re-elected the following officers: President, Charles H. Landell; vice-president, N. B. Cadmus; secretary, Mas Strauss, and treasurer, William Whitehead. The proposition to fine members who fail to attend meetings was killed. It was decided to meet quarterly hereafter instead of monthly. A social session followed the meeting.

A well-known druggist near Columbus avenue and Fifty-ninth street has been suspecting his employees of theft. On Thursday night while at dinner in a restaurant he called a messenger and ordered him to buy certain articles coming to about \$20 at his store. After he got them he went to the store, examined the register and found no evidence of the sale. He called the messenger and asked which salesman was guilty. "I bought the things at ———'s store, where they give us boys a commission," confessed the lad, to the discomfiture of the druggist and the mischievous glee of the clerks.

The drug store of W. B. Parkin & Co., at Sixty-sixth street and Columbus avenue, was the scene of a lively blaze a few nights ago. Two small explosions added to the excitement. Benjamin Goldstein, a clerk, had just left the store, and Mr. Parkin was closing the front door when there was an explosion behind the prescription counter and a flame shot out and curled around the store. Goldstein returned and ran in the store to rescue the books. In this he succeeded. He had hardly got them out when there was a second explosion, which cracked the heavy plate glass windows in the front of the store and scattered bottles all over the store. An alarm of fire was turned in and when the firemen got to work they soon flooded the store and extinguished the flames. The damage is estimated at \$2,000.

The Drug Clerks' Circle, of New York, held an important meeting on Wednesday, April 15, at which five new members were elected. M. G. Kantrowitz, the newly elected chairman, addressed the members on The Main Object of Organizing a Drug Clerks' Circle and the Duty of Each Individual Member. The chief topic of discussion apart from this related to ways and means of securing the enforcement of that section of the pharmacy law pertaining to the working hours of the drug clerks and the sanitary condition of the sleeping room. On motion of Wm. Sindey it was resolved to appoint a committee to wait upon the proper authorities and demand the enforcement of the law. The Drug Clerks' Circle has begun to manifest considerable activity and is adding largely to its membership roll. The corresponding secretary is Joseph A. Herzenberg, 165 Avenue B, New York.

ANTI-SUBSTITUTION BILL PASSED.

Despite the protests of druggists the Dowling-Bostwick Anti-Substitution bill—which was printed in full in the last issue of the AMERICAN DRUGGIST—passed both branches of the Legislature and now goes to the Governor for his signature or veto. The measure having been passed so near the close of the session will have to be signed by Governor Odell before it becomes a law, and he has 30 days in which to sign it. If he fails to approve it during that time it will not become law. It is more than likely that a strong effort will be made by drug interests to have the Governor veto the bill. A hearing will probably be called for by retail interests and in that event the wholesale trade will give the retailers all possible aid in killing the measure. The jobbers, however, will probably not take the initiative, since the proposed law is of greater importance to the retail druggists than to the wholesaler.

N. A. R. D. CONFERENCE.

Moving for a Uniform Schedule of Prices—Efforts to Get the Department Stores Interested.

Representatives of various pharmaceutical associations and of the large cut-rate concerns had a conference at the Herald Square Hotel on April 16 with General Organizer Joseph R. Noel and Dr. N. W. Hoffman, of the National Association of Retail Druggists, at which plans for putting a minimum price schedule into effect in this city were fully discussed, the object being to check and eventually eliminate as far as possible the cutting of prices on proprietary medicinal preparations. Besides Dr. Noel and Dr. Hoffman, who is to be in charge of the work locally, there were present Henry Imhoff, president of the German Apothecaries' Society; S. V. B. Swann, secretary of the Manhattan Pharmaceutical Association; A. L. Goldwater,

president of the Greater New York Pharmaceutical Society; Joseph Weinstein, president of the New York Retail Druggists' Association; William C. Anderson, of the Kings County Society; John Gallagher, of the Jersey City Drug Association and of the Executive Committee of the N. A. R. D., and George Ramsey, manager of the corporation of Hegeman & Co. and vice-president of the Drug Merchants' Association. Representatives of the department or dry goods stores which sell patent medicines were invited, but none were present. Their absence, however, did not discourage the others, for enough of the trade was present to indicate that the majority were interested in the movement. The jobbers sent word that they would give the movement their moral support if a minimum list of the articles to be affected was agreed to. Very encouraging reports were made from different sections of the city.

Dr. Hoffman will call upon the different department stores to get their co-operation and will report the results of his inquiry at a subsequent meeting. Retail druggists throughout the city will then probably be canvassed, and each will be consulted with regard to a minimum price schedule to be adopted. The entire city will be divided into districts perhaps as many as 25 or 30, and each district will be required to fix and maintain a minimum price-list to be adhered to in the respective sections, in addition to which there will probably be a general price schedule, below which no druggist in any district will be allowed to sell, although it will be optional whether they establish and maintain prices above those fixed in that general schedule.

HEARING ON THE COMBUSTIBLE ORDINANCE.

Retailers Ask for a More Liberal Ruling—Wholesalers Point Out How Ordinance as it Stands May Injurious Affect New York's Trade in Drugs and Chemicals—An Amicable Understanding Likely to Be Reached.

The Municipal Explosives Commission gave a hearing on Monday last to representatives of the drug and chemical trades on the proposed regulations to govern the sale and storage of chemicals, drugs and combustible materials within the city limits. Representatives of Lehn & Fink, McKesson & Robbins, Schieffelin & Co. and Elmer & Amend, and about 30 retail druggists, were among those present. The retailers were principally interested in the provision in the tentative regulations applying to benzine. The regulations now allow retail druggists to keep one gallon of benzine in 4-ounce bottles, but the latter must not be filled on the premises. The druggists requested to be allowed to keep five gallons in 8-ounce bottles.

The wholesale drug firms, however, are more extensively interested and concerned, and arguments were advanced favoring many changes in the present schedule as tentatively adopted. It was pointed out to the commission, for instance, that there are numerous chemicals which though combustible are not easily ignited, and it was urged that such articles as carbolic acid be stricken from the list. An increase in the quantity allowed to be kept by wholesalers was suggested in the case of some drugs or chemicals, while the wholesalers themselves advised a reduction on a few commodities.

In a general way, two or three points were particularly emphasized by wholesalers present at the hearing. One was that if regulations are imposed which are prohibitive or unduly restrictive other cities, such as Albany, Jersey City and nearby places, will get the bulk of the trade now enjoyed by local concerns. Another point brought out was that the main question in determining whether a certain commodity should be restricted as to the quantity stored, etc., is not so much its combustibility as its ignitibility. Furthermore, if a minimum amount of certain chemicals, such as carbolic acid, is to be allowed the commission might just as well allow a larger amount, especially since most chemicals that are imported are brought in not in small quantities as needed, but in large amounts at times when prices are favorable. If wholesalers, therefore, are permitted to store only a limited quantity of carbolic acid, for instance, they cannot afford to import it in small lots, and the business will go from New York, which is now the chief drug and chemical center of the country, to other ports.

The entire proceedings and hearing before the commission were conducted in a most friendly manner. The members of the commission expressed their earnest desire not to injure any interests; they wanted to be perfectly just and fair, and asked the druggists to co-operate and assist them in every way possible.

THE MANHATTAN ASSOCIATION.

Annual Meeting for Election of Officers—Many Matters of Interest to the Trade Discussed by Members—Dr. Robertson Subjected to Criticism—Secretary Faber Fails to Induce the Association to Investigate Charges.

The State Excise Department's liquor stamp tax scheme for retail druggists, the sale of phenacetin, alleged bad practices on the part of manufacturers of antikamnia and similar preparations, the trade-mark laws, the benzoin ordinance, and the annual election of officers—these were leading features of the regular monthly meeting of the Manhattan Pharmaceutical Association, held on Monday evening, April 20, at the New York College of Pharmacy, 117 West Sixty-eighth street. The proceedings were also seasoned with some spicy remarks and compliments to Dr. William J. Robinson, the editor of the *Medico-Pharmaceutical Critic and Guide*.

President Charles S. Erb presided at the meeting, which was held in the main lecture room of the college and was largely attended. Secretary S. V. B. Swann recorded. After the transaction of routine business, the report of the Legislative Committee, showing the status of various drug bills in the Legislature was received, also a report of the hearing before the Municipal Explosives Commission last Monday afternoon on the proposed regulations governing the sale and storage within the city limits of combustible and explosive drugs, chemicals and materials. The commission, it was said, was inclined to allow druggists to keep one gallon of benzoin on their premises, provided it be kept in 4-ounce bottles and the bottles were not filled on the premises. The druggists at the hearing asked that they be allowed to keep 5 gallons in 8-ounce bottles. Whether this request will be granted remains to be seen.

The retail druggists' liquor stamp tax, proposed by State Excise Commissioner Cullinan, as an amendment to the liquor tax bill passed at this session of the Legislature, then came up for discussion. The amendment, if passed, will authorize licensed pharmacists to sell liquor in quantities not to exceed 16 ounces, one sale only to be made to the same person on the same day, a special stamp of 10 cents to be affixed to each package or bottle sold. The stamps are to be obtained from the Excise Department, and are to be canceled each time one is affixed.

William C. Alpers argued strongly against the proposed amendment. "The question of selling liquor," said he, "is a matter of personal and individual opinion. Some druggists, personally, would not sell liquor even if allowed to, and many do not care to be classed as liquor dealers. This amendment would class us as such, and the injury it would do to our profession would not be counterbalanced by any increased profit we might make. The pharmacist has no business to sell liquor; it is entirely outside of our line, and the less it is sold the better it will be for us."

Other members present declared that it was most essential that druggists should carry a limited quantity of liquor for medicinal use strictly, to be sold as at present only on a written order from a physician. Some members, on the other hand, inclined to the belief that the stamp tax arrangement was desirable. They contended that in many cases of sickness or emergency it was not always possible or convenient to get a physician's order for liquor; and, furthermore, that few people would be likely to go to a drug store for liquor for drinking purposes purely, since the quantity to be sold in any one day would be limited to 8 ounces, and those who desire it for such purposes would not pay the additional 10 cents when they can get liquor cheaper and in larger quantities elsewhere. And besides, so far as the public is concerned, it was pointed out that no one who really needed liquor for sickness or in emergency cases would care whether he went one day or repeatedly for a number of days to the same store; in other words, he would have no scruples whatever inasmuch as the liquor was needed for medicinal use. Another view expressed was that druggists should be allowed to sell alcohol more freely and that that was of greater importance than the liquor question.

The association took no formal action in the matter.

Under the head of new business Sidney Faber said that he wished to call the attention of the Manhattan Association to what appeared to be another attack upon the State Board of Pharmacy, and in this case a serious reflection had been cast upon a member of the board. He referred to an article which

recently appeared in one of the drug journals relative to "a Board of Pharmacy member." The journal in question, he said, was published here, and while it did not mention the New York State Board by name, it could hardly have referred to a Board of Pharmacy in another State. He thought the Manhattan Association should take notice of the article, since two of its members were on the State Board, and he asked the secretary to read the article, which he handed to him. Secretary Swann thereupon read from the publication as follows:

"A VILE CORRUPTIONIST."—WHAT TERM WOULD YOU USE?

At a recent gathering of pharmacists and physicians I characterized a Board of Pharmacy member, who is a jolly good fellow and popular with the "boys," as a vile corruptionist. One of my goody-goody friends objected to the term as too harsh. There are many men who object to calling things by their right names. I don't. I also believe in *suaviter in modo, fortiter in re*, but up to a certain limit. There are things which should either be called by their right names or left alone altogether. Now please answer the following question: If you knew that a board member was thoroughly venal and corrupt, that he made thousands and thousands of dollars by tipping candidates before examination, that the papers of those who did not "put up" were rated with extreme rigidity or were actually juggled with—thus allowing hundreds of dangerous ignoramuses to pass, while keeping out the competent element—if you knew all this and many more things besides, wouldn't you use the same epithet? I guess you would.

The man's name? Why—everybody knows it.

"Who wrote that article?" asked one of the members.

Secretary Swann—It appears in the *Critic and Guide*, published by William J. Robinson, Ph.G., M.D., editor, etc.

Mr. Faber—That is a reflection on the Manhattan members of the board. The editor should be asked to whom it refers.

"How are you going to compel him to name the party to whom he refers?" chimed in one of those present.

Mr. Alpers—It is entirely beneath the dignity of this association to notice this matter. The author of that article wants notoriety; nothing would please him better than to have us take it up so as to add new fuel to the fire. Any one who will make such a charge and is not man enough to give the party's name to whom he refers is a blackguard and a coward. The less done about it the better.

Mr. Faber—But the publication has quite a circulation and the article creates a bad impression.

Mr. Alpers—Must the Manhattan Association take action to protect the members of the Board of Pharmacy? That is a matter for the board itself. If the Manhattan is to come to the defense of its members who may be attacked, I will at once submit about 100 attacks upon me personally and ask the association to defend me.

After a few more sharp passes like these the subject was dropped.

President Erb then announced that the annual election of officers would take place. As president of the association during the past year he said he had tried to do his best to further the interests of the organization and thanked all members, officers and committees for their active and hearty support of his administration. The same officers were then renominated for the ensuing year without any opposition, and were all unanimously re-elected, one affirmative vote being cast for each officer, as follows: President, Charles S. Erb; first vice-president, George W. Schweinfurth; second vice-president, Charles H. White; secretary, S. V. B. Swann; treasurer, George H. Hitchcock. An amendment to the constitution was then offered, increasing the secretary's annual salary from \$100 to \$150. The amendment will come up at the next meeting.

Just before adjournment Oscar Goldmann brought up the subject of trade-mark or copyright laws, and spoke of abuses which druggists, he said, are now afflicted with. He referred to the manufacturers of Antikamnia in particular, declaring that they had no more right to use the "Kamnia" part of that word than any one else had, because it had been used before they adopted it. Furthermore, he alleged that the manufacturers did not always put up the same preparation under that name of Antikamnia. One lot frequently differs materially from another, he said. He wanted to know whether any one else could not use the word kamnia in connection with some other word or phrase, and also whether the manufacturers had the right to alter or change their preparation, which goes by that name, at will. He inquired if it would not be legal to use the name Erb's or Knapp's Antikamnia, for instance. Mr. Alpers replied that the patent office will grant a copyright to any one who coins a new word and that the owner thereof has the exclusive right to use that word. The patent office, he said, takes no cognizance whatever of the ingredients of the preparation that is to be put up or sold under any particular name. Mr. Goldmann had some difficulty in getting those present to understand just what he was driving at. George Kleinau said that if he was seeking to stop or curtail the sale of such preparations, he should go to the physicians and ask them not to prescribe them, and that was the only way it could be done if that was the object sought.

The association took no formal action on this matter, and adjourned at the conclusion of this controversy.

KINGS COUNTY SOCIETY.

Benzin and Naphtha Substitutes Again Discussed—Reports of Experiments with Various Fluids—Status of Drug Bills in the Legislature.

The principal matter brought up for discussion at the last meeting of the Kings County Pharmaceutical Society, held on April 14, outside of legislative matters, was the benzin question, or rather the question of what is the best substitute for benzin. Secretary F. P. Tuthill had been experimenting with carbon disulphide and chloroform, in parts of five and three. This combination, he said, resulted in a non-inflammable and almost odorless cleansing fluid, and the cost ranged from 40 to 50 cents a pint.

The best substitute was carbon tetrachloride, in the opinion of Otto Raubenheimer, who has been experimenting for several months. He said that equal parts of chloroform and benzin, and mixtures of carbon tetrachloride and benzin were non-inflammable at ordinary temperatures. Carbon tetrachloride, he said, could be bought for 35 cents a pound, and less than that in quantities. At a recent meeting Mr. Raubenheimer read or rather submitted a paper in which he declared that he had found samples of Eradelline when tested were not non-inflammable, as claimed by the Eradelline Company. The company, it seems, took exception to Mr. Raubenheimer's findings. Mr. Raubenheimer said that while he had no desire to injure the company, his tests were correct. He was asked to report more fully on his experiments at the next meeting.

Still further complaints were made at the meeting that the benzin ordinance is being openly violated by paint stores and hardware dealers, while druggists are prohibited from handling benzin. It was alleged, however, that permits had been given even to some drug stores. John G. Wischert and F. P. Tuthill were appointed to assist A. E. Hegeman in dealing with this matter.

William Muir reported on the status of various drug bills in the Legislature. The Simpson bill, allowing grocers and others to sell drugs and poisons in original packages bearing the label of a licensed pharmacist, and the soda water and poison cork bills, he thought, would die in committees. He believed the Dowling-Bostwick measure aimed against substitution would be passed. The excise bill, providing a flat rate of \$7.50 for selling liquor in pharmacies on a physician's prescription, the liquor not to be drunk on the premises, and the sale, name of purchaser, etc., to be recorded, had been passed.

Adrian Paradis called the attention of members to the fact that the State Board of Pharmacy was watching drug stores very carefully, to discover violations of the State Pharmacy law in relation to the sale of poisons. He warned members not to sell morphine tablets or any other poisons without a poison label.

A resolution was passed indorsing the recent request by the college trustees for the renomination or President Oscar Kleine and Secretary Tuthill. Eight new members were proposed, and an exhibit was made of National Formulary preparations, after which the meeting adjourned.

TRIBUTE TO THE LATE A. B. ROGERS.**New York Board of Trade Adopts a Minute of Respect and Esteem.**

The New York Board of Trade and Transportation, at its meeting last week, adopted the following minute on the death of Andrew B. Rogers:

The members and directors of the New York Board of Trade and Transportation desire to place upon record their appreciation of the character of their fellow member, director and late vice-president, Andrew B. Rogers, and the keen sense of the loss they have sustained in his death.

Andrew B. Rogers died at his residence in Brooklyn on the 5th day of March last. Falling health nearly two years ago had warned him to suspend active participation in business and public affairs with which he had been associated. Rest and travel brought hope of lengthened years, and he partially resumed his accustomed pursuits of usefulness. His sudden death was a shock to his many friends and acquaintances in the business, social and political circles where his sterling rectitude, devoted, self-sacrificing public services and kindly characteristics will cause him to be greatly missed.

Although frequently urged by political friends he never accepted public office, preferring to serve as a private citizen, but always as a leader in all good causes which he espoused. Business interests were given his most exacting attention, but in the midst of a busy life he found time to make a lasting mark by his loyal devotion to the duties which claimed his favor as a citizen.

While expressing our admiration for his life and character and our personal sorrows for his untimely taking away, we extend to his bereaved family our sincere condolence.

It is directed that the foregoing be spread upon the records of this board and a copy thereof be forwarded to the family of our departed associate.

WESTERN NEW YORK.

Trade Under the New Price Schedule—Views of the Trade—Good Prices Diminish Substitution—Work of the State Board.

(From our Regular Correspondent.)

Buffalo, April 23.—The new price schedule of the Buffalo retail druggists, which has been in effect during April, is still strictly on trial, all that the advocates of it being able to say for it being that it is at present doing considerable good, even stores out of the downtown business center, which are not so much affected by the cutting, finding a decidedly better tone to trade on account of it. On the other hand, there are those who say that it is another fruitless effort to accomplish the impossible, and that the very department grocery firm that dictated the list and was taken off the black list on account of its action, cut the price it had made inside of two days. Still the experiment will be tried thoroughly and it may continue to add firmness to prices.

DIMINUTION OF SUBSTITUTION.

A leading retail druggist was asked, in view of the continued effort, in one direction and another, to hold up prices of proprietary articles, what he thought had been the result of the effort so far. He replied that when the manufacturers of patent medicines signed the N. A. R. D. agreement two years ago there was an immediate change of front apparent. The substitution, which had become very aggressive, at once fell off, for the reason that retail druggists do not care to make their own preparations if they can get any profit out of the better known specialties. Still there is some profit in private preparations, even when they must be sold uniformly with the proprietary goods that bring no profit, so the retailer must fall back on his own resources as a matter of self preservation as soon as the ordinary preparations fail to pay him a profit. As it is now it is a matter of doubt whether the arrangement can be made to stand very long. It is well known that the patent medicine men are not generally standing to their part of the arrangement as they should to make it an entire success. The big jobber and distributor is still able to say that money tells and that if he will buy a block big enough he can usually get what he wants in some way and at his own figures. One thing is certain, according to the retailer, if the bars are again thrown down flat the end of the proprietary is not far off. All sales, even of well-known patent medicines, are based on advertising and the retailer's opinion is that so much extra advertising would be required, with everything thrown open, that it would eat up the profits. Of course he concedes no especial merit to patent medicines. Every new medicine is studied by druggists the moment it appears and the formula is discovered, so that it can be reproduced with ease. On this account, if no other, he holds that the private preparations sold by local druggists are just as valuable as any going. Which means that he considers the public health just as safe without patent medicines as with them.

THE WESTERN BRANCH OF THE STATE BOARD OF PHARMACY.

held its second April meeting at Olean, the home of A. M. Palmer, of the board. E. M. Jewell, the Batavia member, who has been suffering with erysipelas for some time, has entirely recovered. It has been arranged to hold one of the September meetings in Jamestown. It is found that such outside sittings give the board a standing about the district and have a good influence. The meetings in a big city are never noticed by the public, and if they get a line in the daily papers it is on account of solicitation, or a notice prepared by the secretary. At present the Western Branch has no court cases on, but there are complaints to be acted on at once. Luther Thomas, for some time clerk in the Perkins pharmacy in Buffalo, has been appointed inspector by the Middle Branch, and will assume the same duties in the Western Branch also.

BUFFALO NEWS.

The Potter and Central pharmacies, of North Tonawanda, being located within a few doors of each other, have consolidated under the name of O. A. Potter & Co. The Central was under the management of H. E. Lore.

The annual commencement of the Buffalo College of Pharmacy will be held May 5, in connection with the medical and dental colleges of the University of Buffalo. The exercises take place at 11 a.m., the alumni meeting being in the afternoon and the banquet in the evening.

Casper Dort has given up his pharmacy on Peckham street, Buffalo, and will take the management of the one on Fillmore avenue, established some time ago by his wife, who has taken up the practice of medicine, being a graduate of both the medical and pharmaceutical colleges of the University of Buffalo.

PENNSYLVANIA.

Trade Conditions in Philadelphia—Retailers Living Up to the New N. A. R. D. Schedule—P. A. R. D. in a Flourishing Condition—A Busy Week at the Philadelphia College of Pharmacy—List of Honor Men and Graduates at the Annual Commencement—Drug Bills that have Passed the Legislature and Now Await the Approval or Veto of Governor Pennypacker—Trustees of the Pharmacopoeial Convention Meet.

(From our Regular Correspondent.)

Philadelphia, April 23.—The wholesale and retail drug business in this city is in a flourishing condition. There is a good demand for all kinds of drugs and chemicals, and the manufacturers of proprietary goods report large and increased sales. The new retail price-list has been in force since the first of the month and there has been very little trouble experienced in enforcing the new prices. The work done by Organizer J. F. Keiser is bearing good fruit and there is hardly a drug store of importance that has not complied with the request to mark up the price of goods so that they will correspond with the new schedule. Strange to say, there have been few objections raised by the consumer, which is no doubt due to the fact that the increase has been so slight. This movement is said to be the beginning of a general rearrangement of the prices on all goods sold by the retail druggists. The affairs of the Philadelphia Association of Retail Druggists are in better shape than ever before, and it is said that as soon as the new price-list is in good running order attention will be paid to the jobbers who sell to aggressive cutters. Mr. Keiser has got the affairs so well in hand in this city that for the past week he has been doing missionary work in Pittsburgh and Cleveland. In these two cities considerable progress has been made and it is likely that within a short time a new price-list will be put into effect.

A BUSY WEEK AT THE COLLEGE OF PHARMACY.

The week of April 13 was a busy one for all connected with the Philadelphia College of Pharmacy. On Monday the alumni reception was held and on Tuesday the dinner to the graduates was given by the professors. Besides the graduates and faculty there was present Prof. James M. Good of the St. Louis College of Pharmacy. Professor Good on the following day had the honorary degree of Master in Pharmacy conferred upon him. The eighty-second annual commencement was held on April 15, the feature being the address of Hon. G. Harry Davis, which was one of the best ever delivered before a graduating class. He was cheered to the echo. The following prizes were awarded:

HONOR MEN AT P. C. P.

Distinguished.—Howard Albert, Chester Augustus Billetdoux, Chauncey Nicholas Johnson.
Meritorious.—Westley General Malloy, Katherine Johanna Musson, Clarence Daniel Smith, Jacob Schall Smith, David Stahl Snyder.

PRIZES.

The William B. Webb Memorial Prize, a gold medal, offered for the highest general average in the committee's examination, Operative Pharmacy and Specimens, awarded to Chauncey Nicholas Johnson. The following graduates received honorable mention in connection therewith: Howard Albert, Chester Augustus Billetdoux, Westley General Malloy, Lewis Nathan Moyer, Clarence Daniel Smith.

The Pharmacy Prize, a gold medal, offered by Prof. J. P. Remington, for Original Pharmaceutical Work, awarded to Harold Bertram Morgan. The following graduate received honorable mention in connection therewith: John Joseph Fralinger.

The Chemistry Prize, twenty-five dollars, offered by Prof. S. P. Sadtler for Original Quantitative Analysis, awarded to Chauncey Nicholas Johnson. The following graduates received honorable mention in connection therewith: Bernard Herbert Eichold, David Stolz.

The Materia Medica Prize, twenty-five dollars, offered by Prof. C. B. Lowe for best examination in Materia Medica and Materia Medica Specimens, with a meritorious thesis, awarded to Westley General Malloy. The following graduates received honorable mention in connection therewith: Chester Augustus Billetdoux, Morris Wayne Fox, James Curtis Mayers, Lewis Nathan Moyer.

The Commercial Training Prize.—This prize, consisting of twenty dollars in gold, offered by Prof. Jos. P. Remington to the student passing the best examination in Commercial Training at the final examination for the degree, was awarded to Bernard Herbert Eichold. The following graduates received honorable mention in connection therewith: Howard Albert, John Tilden Harbold, Albert Randolph Reburn, Chester Augustus Billetdoux, Martin Luther Keller, Eugene Rothwell, Wm. Fogg Coleman, Robert Edward Lee, Chas. Emmert Shillito, Morris Wayne Fox, Katherine Johanna Musson, Clarence Daniel Smith.

The Analytical Chemistry Prize, twenty-five dollars, offered by Prof. F. X. Moerk for the best work in Qualitative and Quantitative Analysis as determined in a special examination to which students receiving the grade of "very satisfactory" in both the second and third years are eligible, was awarded to Chauncey Nicholas Johnson, and the following graduate was honorably mentioned in connection therewith: Howard Albert.

The Pharmacognosy Prize, twenty-five dollars, offered by Prof. H. Kraemer for the best Thesis on Pharmacognosy, was awarded to John

Tilden Harbold. The following graduates received honorable mention in connection therewith: Howard Albert, Bernard Herbert Eichold, Jacob Sutliff.

The Malsch Prize, twenty dollars, offered by J. H. Redsecker, of Lebanon, Pa., for Histological Knowledge of Drugs, was awarded to Lewis Nathan Moyer, and the following graduates got honorable mention in connection therewith: James Norton Crouse Hetherington, Robert Adams Hoover, Westley General Malloy, Otto Waldemar Schmidt, Ralph Liguori Welsh.

The Operative Pharmacy Prize, twenty dollars, offered by Prof. Joseph P. Remington, for the best examination in Operative Pharmacy, went to Irvin Siegfried Stimmel, the following graduates receiving honorable mention in connection therewith: Howard Albert, Chauncey Nicholas Johnson, Horace Michael, Clarence Jones, Harold Bertram Morgan, Westley General Malloy, Otto Waldemar Schmidt, Clarence Daniel Smith, Byron Parker Wollaston, Chas. Sumner Zimmerman.

The Theoretical Pharmacy Prize, a fine Troemner Prescription Balance, offered by M. N. Kline for the best examination in Theory and Practice of Pharmacy, was awarded to Chester Augustus Billetdoux. The following graduates received honorable mention in connection therewith: Howard Albert, Eugene Rothwell, Otto Waldemar Schmidt, Guy Stephen Boyd, Chas. Emmert Shillito, David Stahl Snyder, Luis Javier Guler, John Montgomery Woodside, Katherine Johanna Musson.

The Instructors' Prize, twenty dollars, offered by the instructors for the highest term average in the branches of Pharmacy, Chemistry and Materia Medica, was won by Chester Augustus Billetdoux; and honorable mention in connection therewith was accorded to Morris Wayne Fox, Chauncey Nicholas Johnson, Jacob Schall Smith.

The Pharmacy Quiz Prize, one year's membership in the American Pharmaceutical Association, offered by C. H. La Wall for the best term work in Theory and Practice of Pharmacy, was awarded to Chester Augustus Billetdoux. The following graduates received honorable mention in connection therewith: Herbert Harry D'Alemberte, James Wilson Mader, Morris Wayne Fox, Westley General Malloy, John Heisler Holcombe, Clarence Daniel Smith, Chauncey Nicholas Johnson, Jacob Schall Smith.

LIST OF GRADUATES OF THE P. C. P. 1903.

The following is the list of graduates:

Albert, Howard; Allen, Robert Wallin; Ames, Arthur Garfield; Anthony, Herbert Spencer; Ashmead, Virden Peter; Baas, Charles Wesley; Burkholder, Lloyd Amodore; Chambers, Frank Joseph; Coleman, William Fogg; Cooper, Clyde Heaton, Cossaboom, Herbert Solomon; Crossley, Samuel Wallace; Currender, Alva Batten; D'Alemberte, Herbert Henry; D'Aub, Charles Melwin; Davis, Howard Sherman; Dilks, John; Ebert, James Munave; Edmonds, Lawrence; Fox, Morris Wayne; Fralinger, John Joseph; Galbraith, William Henry, Jr.; Garvey, Joseph Peter; Gerson, Dora Goldie; Groff, Luis Javier; Guthrie, Ira; Culpepper; Harbaugh, Duncan James; Harbold, John Tilden; Harmenting, Frederick Henry; Headings, Prestlie; Milroy, P. C.; Hecker, Andrew Ned; Hemmersbach, Henry William; Hetherington, J. Norton Crouse; Hinski, Oscar Nicholas; Holcombe, John Heisler; Holstein, George Leon; Hoover, Robert Adams; Johnson, Chauncey Nicholas; Jones, Clarence; Keener, James Blaine; Keller, Martin Luther; Kempte, Floyd Budd; King, Grant Wagner; Leaman, John Henry Benjamin; Lee, Robert Edward; Light, Charles Augustus; Loyer, Marcus Brownson; Mader, James Wilson; Malloy, Westley General; Markle, Howard Overholt; Mayers, James Curtis; Michael, Horace; Morgan, Harold Bertram; Moyer, Lewis Nathan; Musson, Katherine J. Reburn; Albert Randolph; Reed, James Garfield; Roth, Emil Krieger; Rothwell, Eugene; Schmidt, Otto Waldemar; Scott, Stanhope McClellan; Seeley, Chester Belting; Shiffer, Daisy Rhodes; Shillito, Charles Emmert; Shrenk, Murray Hamilton; Smith, Clarence Daniel; Smith, Henry Addison; Smith, Jacob Schall; Smith, William Henry; Snyder, David Stahl; Stallsmith, Walter Edgar; Stimmel, Irvin Siegfried; Stine, William Earl; Stolz, David; Stuck, Willard Steans; Sutliff, Jacob; Tripmaker, Walter William; Tuohy, James Louis; Van Dyke, James Packer; Wamsley, Charles Edward; Welsh, Ralph Liguori; Wolford, James Walter; Wollaston, Byron Parker; Woodside, John Montgomery; Zimmerman, Charles Sumner.

Pharmaceutical Chemists (P. C.).—Boyd, Guy Stephen; Kisner, George Williamson.

Certificate of Proficiency in Chemistry.—Harry M. Capwell, John Austin Roberts.

Degree of Master in Pharmacy.—George Mahlon Beringer, James Michener Good, Wallace Procter, Henry Solomon Wellcome, Martin inventus Wilbert.

MEMORIAL TO APOTHECARY SELLERS.

A handsome brass tablet was unveiled to perpetuate the memory of Walter Sellers, the apothecary on the United States battle ship Maine, who lost his life when the man-of-war was blown up in Havana Harbor in February, 1899, on alumni night.

Sellers, who was a native of Pennsylvania, graduated from the college in 1895, and the tablet is the gift of the Alumni Association. The unveiling exercises were held in the presence of the college faculty, the members of the graduating class and the college alumni. An address was made by Professor Remington.

STATUS OF DRUG LEGISLATION IN PENNSYLVANIA.

The Pennsylvania Legislature has adjourned and for two years there will be no more attempts to enact laws which would be detrimental to the drug trade. The wholesale and retail druggists kept a close watch on legislation this session, and by combining they were successful in having such bills as confining the manufacture of proprietary medicines containing morphia, cocaine, wine, brandy or intoxicating liquors to registered druggists, and the bill requiring all proprietary medicine to have the formula printed on each label attached to each package defeated. Both of these bills were dropped from the calendar. Governor Pennypacker has in hand for his approval or veto the Weaver bill to fine and imprison any person who shall "sell, furnish or give away any cocaine or any patent or proprietary remedy containing cocaine" unless prescribed by a regular physician, dentist or veterinarian. Such a prescription must not be refilled and it shall not be given to any

person known to the prescriber as an habitual user of cocaine. The bill does not apply to the wholesale drug trade's dealing with retail druggists. Morphine, originally included, was knocked out of the bill.

Another bill awaiting Governor Pennypacker's action prohibits the manufacture, sale, offering for sale or possessing, with intent to sell, any food article containing formalin, formaldehyde, sodium fluoride, "or any of their compounds," under penalty of from \$50 to \$100 fine, or imprisonment not exceeding 60 days, or both.

There are no great objections to these bills and some of those interested have advised the Governor to sign them.

TRUSTEES OF THE PHARMACOPEIA CONFERENCE.

On April 21 a meeting of the Board of Trustees of the United States Pharmacopoeial Convention was held at the office of the committee, 1832 Pine street. Those present were Charles E. Dohme, of Baltimore, Md., chairman; Albert E. Ebert, Chicago; Samuel A. D. Sheppard, Boston; Prof. Jas. H. Beal, Scio; Dr. M. J. Motter, Washington, D. C.; Dr. H. C. Wood and Prof. J. P. Remington, of Philadelphia, and Dr. H. Whelpley, of St. Louis. This was Dr. Whelpley's first meeting, he having just been elected to fill the place of Dr. George W. Sloan, of Indianapolis, deceased. The conference was for the purpose of making arrangements for the printing of the United States Pharmacopoeia. The office of the United States Pharmacopoeia Committee will after this week be transferred to Longport, N. J., where it will remain until October.

FIELD WORK IN BOTANY.

Prof. Henry Kraemer will conduct the regular Wednesday botanical excursions of the Philadelphia Botanical Pharmacy. The first which will leave the Reading Terminal Station for Lafayette, Pa., at 1.38 p.m. Westchester Road, Swarthmore, Overbrook and Haadonfield, N. J., will be the places visited by the later excursions.

NOTES OF THE TRADE.

C. H. Bohn, of Second and Poplar streets, has opened a store at Nineteenth and Priscilla streets, Nicetown.

Robert McNeil, Front and York streets, is contemplating further alterations to his pharmacy. Mr. McNeil is one of the busiest and most up to date druggists in the city.

One the 25th of this month J. & J.'s Red Cross bowling team, twice champions of the New York League, tried conclusions with the Philadelphia tournament team and another selected team at the alleys at Eleventh and Arch streets. After the game the guests were entertained at a prominent hotel and they had a glorious time.

OHIO.

A Telephone Crisis in Cincinnati—A Woman's Department in a Drug Store—School Credits on Experience Requirements—The Miles Plan Works Well in Cincinnati.

(From our Regular Correspondent.)

Cincinnati, April 3.—The trouble which has been brewing for several months between members of the Ohio Valley Druggists' Association and the local telephone company, holding a monopoly in the Cincinnati territory, reached a climax this month. According to reports made to officials of the Druggists' Association, three instruments in as many drug store pay stations have been removed by order of the telephone company, the contracts having expired in each instance. The telephone instrument in Zwick's pharmacy, on Broadway, and in that of Mrs. A. C. Hill, on Third street, both in the crowded city districts, and one in the store of William Feemster, in Tusculum, a suburb of the city, were taken out by workmen acting on the instructions of the telephone company, after a futile effort to induce the druggists to sign the new contract presented by the company. Members of the Advisory Committee of the Druggists' Association, in order to ascertain the sentiment of members of that organization, sent postal cards to every member last week, asking for an expression on the question of accepting or rejecting the telephone company's contract, or whether they were willing to abide by the decision of the Board of Control, to make no more overtures to the telephone company, and to throw the support of the entire membership to any independent company which might be organized. Of the 100 answers received to date, but two were in favor of the acceptance of the new contract.

It is expected that the unanimity with which the druggists

have decided will lead to interesting developments very shortly. A number of secret meetings have been held during the past two weeks by members of the association. Plans are not fully formulated as yet and public announcement of their intentions is delayed.

The druggists are determined to hold no more conferences with the telephone company unless the latter agrees to the pay station contract as desired by the Ohio Valley Association.

A WOMAN'S DEPARTMENT.

Miss Cora Dow, who operates six of the largest cut-rate drug stores in Cincinnati, has added a Woman's Department to her handsome store at Seventh and Race streets. The annex is for the exclusive use of women patrons and female attendants are in charge.

PRELIMINARY REQUIREMENTS FOR REGISTRATION.

The Ohio Board of Pharmacy has had under discussion for several months the question of length of time allowed for instruction in schools of pharmacy. Under a ruling made in 1898, two years of undergraduate work has been credited to applicants where such work was done in a recognized school of pharmacy; the credit, however, applying only on examination for pharmacists' assistant. By a new rule recently adopted by the board, graduates from recognized schools will in the future receive credit for the actual time under instruction plus 33 1-3 per cent. This will apply to assistant pharmacists as well. Under this ruling four years' experience is necessary for examination as pharmacist and two years for assistant. In other words, a pharmacy graduate applying for examination as pharmacist must show four years' practical experience, and receive therefor a credit of 13½ months, provided, of course, that his instruction has been in a recognized school for at least two years of seven months each. If he has had a two years' course of nine months each, his credit should be 24 months. The applicant for examination as assistant pharmacist should show two years' practical experience and receive a credit for all the time he has attended any pharmacy school of good standing, and 33 1-3 per cent. additional, and this credit is due him whether or not he is a graduate of the school in question. The new rules go into effect at once and apply alike to Ohio applicants and to those coming from outside the State. It is understood that the board will be even more strict than heretofore in noting the actual experience of applicants. Cincinnati pharmacists who have given the matter much study are convinced that the new rule will work to the good of all concerned. The board has been desirous of raising the standard of keeping applicants under instruction as long as possible with this end in view.

THE CONTRACT AND SERIAL NUMBERING PLAN

as put in operation by the Miles Company, of Elkhart, Ind., is beginning to prove its effectiveness in Cincinnati. Investigation locally has shown conclusively that those who have not signed the contract have been forced to obtain their supplies of the Miles Remedies from other retailers at the retail price. In only one instance, it is said, has it been impossible to trace the source of supply, and that was due to the mutilation of the package to such an extent as to completely destroy its salability to an ordinary purchaser. Among local druggists who have taken an active interest in the matter, there is now no question regarding the complete success of the plan, and with a few slight improvements governing the sale at retail, the contract plan has been fully tried in Cincinnati and not found wanting.

THE OHIO VALLEY ASSOCIATION.

Every effort is being made to include in the membership of the Ohio Valley Druggists' Association every retail dealer in Cincinnati and neighboring territory. In a public address issued by Frank H. Freericks, of the Advisory Board of that organization, he says, "The O. V. D. A., which already has accomplished more than any other affiliated body of the N. A. R. D. in advancing commercial prospects for druggists in every part of the country, has as its object everything that must appeal to the one honestly inclined toward bettering the conditions of pharmacy, both as a profession and commercially. While its avowed purposes are more directly the improvement of commercial conditions, it does not require great power of perspective to see that this must indirectly have great bearing upon pharmacy as a profession. It can, therefore, be said without fear of refutation, that no matter what your inclinations, be they to look upon pharmacy from a professional or commercial standpoint, if you really appreciate your duty, you should be a member of the O. V. D. A. Let every one incline toward that which is best, join hands and be active to the best of his ability. The combined effort is bound to be crowned with success; much has been done—much yet remains to be done and will soon come to pass, if we all do our whole duty."

ILLINOIS.

Morrison, Plummer & Co. Acquire the Lord, Owen & Co.'s Business and Become the Largest Jobbing Firm in Chicago—Old Employees, Heads of Departments and Salesmen of the Defunct Firm are Retained and the Entire Force is Working at a Feverish Rate to Keep Up with the Enormous Business—Thomas Lord Left Penniless in His Old Age—The Story of a Great Failure—George S. Lord Breaks Down Under the Strain and is Taken to a Sanitarium.

(From our Regular Correspondent.)

Chicago, April 22.—Lord, Owen & Co.'s business has been practically absorbed by Morrison, Plummer & Co., and the sales of this house will thus become the greatest in this city, if not in the country. Lord, Owen & Co.'s sales last year amounted to \$1,400,000, which is a big addition to any firm's business.

MORRISON, PLUMMER & CO. RETAIN J. R. OWEN.

J. R. Owen was engaged to occupy a responsible position with Morrison, Plummer & Co. within a few hours after the failure, and most of the salesmen were also wired to continue at work in the employ of the younger firm. The country salesmen re-engaged included:

W. J. Crane, Wisconsin and Upper Michigan.

J. B. De Valcourt, Northwestern Iowa and Southern Minnesota.

Charles E. Soper, northeastern Iowa.

Charles E. Corson, Springfield and Central Illinois.

W. L. Beach, Southwestern Wisconsin.

In the city trade J. F. O'Malley and C. P. Clark will represent Morrison, Plummer & Co. on the north and northwest sides. The changes will not cause any discharges in the old force, all the members of which are kept working at a feverish rate to keep up with the enormous business. Many of the prominent office men of the old house will be engaged as soon as the receiver is out of the way. The entire cigar department, together with Manager Follett, has been taken over also.

FAILURE COMPLETE.

The failure is so complete that the firm is likely not to pay 10 cents on the dollar. The stock would probably be disposed of on bids. George S. Lord has collapsed completely. He is suffering with nervous prostration and is in a sanitarium somewhere in the south. The work of the receiver is being delayed by his absence.

PENILESS IN HIS OLD AGE.

Thomas Lord, 80 years old, the father of George S. Lord, has been dragged down also by the failure. He has also gone through preliminary bankruptcy proceedings. He had permitted his son to manage all his business affairs, and although he has been a man of wealth for half a century, he is now stripped of everything in his old age.

AFFAIRS BADLY TANGLED.

The firm was carrying a load amounting to \$1,000,000, on which it was paying interest at the time of the failure. There is no question but that big and profitable drug business was being done—it was the never-ending branching out into other lines that did the mischief. It is believed that one of the first outside ventures was made in the old Sterling bicycle works, which paid well for a time. A large factory was built at Kenosha and then the slump in bicycle stock came. The concern was merged into the American Bicycle Company, and Lord, Owen got \$400,000 of the stock, now almost worthless, which is held by banks as security on other ventures. In fact, almost all the assets seem to have been hypothecated and the money was used over again. Matters are in a tangle which only George S. Lord can untangle. There is no hint of any wrongdoing—it is merely a case of having everything muddled up.

The Dearborn Company was incorporated by George Lord for the purpose of owning a line of retail drug stores. He has nearly 2,000 shares of this stock, which is said to be held by banks. A veneer concern was taken up by the firm and in two years \$90,000 was lost. There are a lot of mining stocks of doubtful value among the assets. Bank loans, amounting to \$400,000 were secured in Chicago, Kenosha, Milwaukee and New York. It was, all told, one of the worst failures known

here in a long time. The receiver's bond, \$500,000, was the largest ever filed in the local bankruptcy court.

James W. Morrison, president of Morrison, Plummer & Co., returned April 10 from a trip through the South, which lasted several months. He made long stops at Jekyll Island and Asheville, N. C., and Gulf points. He returned to find his firm's business so big that it is hard to handle it.

Mr. Owen knows comparatively little about the firm's affairs. It was George Lord who managed everything and engineered the tangle in which the firm's affairs are enmeshed.

ANNUAL MEETING OF THE C. R. D. A.

The annual meeting of the Chicago Retail Druggists' Association took place April 8 at the Northwestern University rooms, Dearborn and Randolph streets. The election of officers resulted as follows: President, John I. Straw; first vice-president, Thomas V. Wooten; second vice-president, Herman Fry; third vice-president, George R. Baker; secretary, F. H. Kellett; treasurer, W. H. Gale. Executive Committee: for West Side, Iver L. Quale, Charles A. Thayer; North Side, C. J. Grady, W. T. Klenze; South Side, Charles H. Avery, S. C. Yeomans.

Expressions of opinions made by all druggists present make it evident that a general revision of prices is to be looked for.

PHI CHIS DINE.

On the evening of April 1 the Beta Chapter of the Phi Chi fraternity of the Northwestern University School of Pharmacy gave their ninth annual banquet. As usual on such occasions, after the inner man was thoroughly satisfied and cigars lighted, there was speechmaking and story telling. Retiring Worthy Chief Counsellor James P. Andrews presided as toastmaster. Dr. Oldberg spoke of The Future of the School, which he did in the rosiest of colors. Dr. Harry Kahn spoke on Any Old Thing, which sounded frivolous, but really was a serious appeal for better pharmacy. Henry B. Carey spoke on A Suggestion and made a plea for scientific research. Fred H. Elsner spoke on A Fraternity. Frank Wright, a charter member, spoke on Reminiscences, and related the ups and downs of the early years of Beta. The past work of the present members of the fraternity was told in Harris W. McClain's toast. L. Arthur Pepin, incoming chief counsellor, spoke of the Present. The future work contemplated by Phi Chi in general, and Beta in particular, was dwelt on by H. E. Erickson. Professor Miner told his one thousand and second story, which was, as are all his stories, appropriate and clever. Dr. Gordin, Dr. Schnieder, Professor Patterson and several of the alumni spoke after the regular programme had been completed. The Phi Chi fraternity now has chapters in seven of the most important schools of pharmacy in the country and will compare favorably with any professional fraternity. It is represented from Boston to San Francisco.

NOTES OF THE TRADE.

Van Buren S. Reber, a St. Louis druggist, died recently.

E. L. Garrett, of Fort Wayne, Ind., has sold out to E. W. Weihe.

E. W. Harmon, at Rhodes, Iowa, has been succeeded by E. F. Bishop.

At Kiester, Minn., N. W. Baker & Co. have sold out to Mahen Bros.

The stock of Edward Springer, Elgin, Ill., has been attached on suits for \$850.

Bellack Brothers, 84 West Division street, Chicago, has sold out.

The Smith Drug Company, at Mankato, Minn., have been succeeded by Julius W. Dexey. Mr. Dexey was formerly clerk in the store and is well known in Mankato.

Frank L. De Witt, of Fuller & Fuller, has been elected grand regent of the Royal Arcanum of Illinois; W. C. Shurtleff was elected vice-regent, and John T. Straw, grand auditor.

A Pharmaceutical Journal Club.

A number of Baltimore druggists have organized the Pharmaceutical Journal Club, the membership of which is limited to 15. It was decided that a new president be selected each month by alphabetical rotation. H. A. Brown Dunning presided at the organization meeting. Dr. J. J. Barnett was chosen secretary and treasurer, and the Executive Committee includes Doctor Barnett, Franz Naylor and W. J. Lowry. Meetings will be held the last Friday in each month, when two papers on current pharmaceutical topics will be read.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, April 25, 1903.

BUSINESS during the past fortnight in the general line of chemicals and drugs has been rather slow, the transactions recorded rarely exceeding jobbing proportions, and in comparison with that of the corresponding period of the previous year it falls below the average. Speculative interest has been a wholly absent feature and the market is consequently rather tame and uninteresting. Complaint is made of the continued keen competition for business in interior points, where prices are named in many instances below a parity with New York quotations. Jobbers, however, regard the outlook with equanimity and little complaint is heard from them as to the movement of stock, which, while made up of small orders, represents numerous sales covering a fairly large extent of territory, thus contributing to a generally steady feeling and leaving the course of values undisturbed save for a few fluctuations of minor importance. The prevailing conditions are regarded as seasonable, hence dealers show small disposition to urge the distribution through price concessions, and prices on most staple lines are maintained with confidence and strength. Norwegian codliver oil has recovered slightly from the weakness which characterized it at the time our previous report went to press, and the tendency of prices is again upward, all of the cheap lots which disturbed the market a fortnight ago having been bought up. Opium and quinine are without quotable change, only a moderate consuming demand being experienced for either, and the aggregate volume of business contrasts unfavorably with that of the preceding fortnight. Silver nitrate has been again advanced by the manufacturers and sugar of lead is also dearer. An advance in the price of sugar of milk has been made by the leading manufacturers, and continued firmness characterizes peppermint oil. Picric acid has undergone an appreciable reduction, and thymol and menthol are easier and selling at a lower range, which is also true of saffron. The principal fluctuations are tabulated and commented upon in succeeding paragraphs.

HIGHER.

Silver nitrate,
Coddler oil,
Anise oil,
Cajuput oil,
Naphthalin,
Sugar of milk,
Beeswax,
Manna,
Bloodroot,
Celery seed,
Sugar of lead,
Nux vomica.

LOWER.

Castor oil,
Saffron,
Balsam tolu,
Balsam Peru,
Menthol,
Thymol,
Picric acid,
Canary seed,
Spearmint oil,
Colchicum seed,
Colocynth apples,
Sandalwood oil,
Gum chicle,
Blue vitriol.

DRUGS.

Alcohol, grain, has weakened in the interval, owing to competition, and producers now quote \$2.38 to \$2.40, as to quantity, less the usual rebate.

Arnica flowers have remained quiet during the interval and the inside price is a shade lower, 8¼c to 9¼c being now named, as to quality and quantity.

Balm of Gilead buds have remained rather quiet during the interval and holders offer more freely at 28c to 32c, as to quality and quantity.

Balsams.—Copaiba, Central American, has been in demand and most of the recent arrivals have been taken up and the market is steadier in consequence, with current transactions at 37¼c to 40c; Para quoted at 45c to 50c. Fir, Canada, is maintained steadily at \$3.15 to \$3.60, with small sales at this range. Peru is lower, as the result of competition, and there are sellers now at 95c. Tolu continues very dull and values are easier at 28c to 30c.

Barks.—Angostura continues in good demand and firm, owing to scarcity, and sales are reported at 30c to 32c. Bayberry continues very scarce and quotations are largely nominal at 10c to 12c. Cascara sagrada has sold actively during the interval, several large parcels having changed hands within the range of 18c to 15c. Coto is wanted to some extent, but business is suspended by reason of the prevailing scarcity. Soap continues in limited supply and firm at 6c for cut and 5¼c to 5½c for whole. Prickly ash is maintained steadily at 30c, in view of the limited available supply. Quebracho has continued in moderate request and without change in price, sales being made at 10c to 10¼c. Wahoo, bark of root, is in very small supply and 18c is named as an inside price for anything of a desirable character.

Buchu leaves are well sustained at the recent improvement for short, the nominal value being 24c to 25c, as to quality and quantity.

Burgundy pitch is finding fair steady sales at 2¼c to 3c, and we hear of one lot of 100 pounds changing hands at the inside figure.

Caffeine is in steady moderate request and manufacturers' quotations are well sustained at the previous range of \$3.00 to \$3.25, as to quantity.

Castor oil is lower, the manufacturers having reduced quotations ¼c per pound to the basis of 10¼c to 10½c and 10¾c to 11¼c for No. 1 in barrels and cases, respectively; No. 3 is correspondingly lower, 9¼c to 10½c and 10c to 11c being the revised quotations for barrels and cases. The decline is attributed to competition.

Cocoa leaves are irregular and unsettled, with some holders offering at a shade below the average price: Truxillo quoted 17c to 18c.

Cocaine is tending higher, influenced by strong advices from primary markets for crude; quoted \$4.00 to \$4.20 for bulk, as to quantity.

Codeine has been rather inactive, but values are steadily maintained at manufacturers' prices, or, say, \$3.50 to \$3.65 for pure in bulk.

Coddler oil has recovered its firmness, though only small lots are changing hands at the established range of \$120 to \$125 for the better known brands. Cables from Norway quoted \$119 there and only small quantities of new oil offered for immediate shipment. Only a limited business is being transacted, on account of the opposite views as to prices entertained by prospective buyers and sellers. Meanwhile holders manifest considerable firmness.

Colchicine offers a shade lower, \$42 to \$45 per ounce being now named, as to quantity and seller.

Colocynth apples, Spanish, are easier and holders now name 27c to 30c as acceptable, while Trieste is jobbing at the previous range of 40c to 42c.

Damiana leaves continue in demand and numerous sales are making within the range of 10c to 12c, one transaction of 1,000 pounds being reported at the inside figure.

Ergot is in moderately active demand and values are sustained with a fair show of firmness at 32c to 33c for German and 33c to 35c for Spanish, in view of the limited available supply.

Manna, small flake, continues to improve in tone in the face of stronger cable advices and local holders now ask 42c to 45c; large held at 57c to 60c.

Menthol is quieting down and jobbing quotations are generally lower, with \$6.15 to \$6.25 now named, and intimations that bids of \$6.00 would be accepted for round lots.

Morphine continues in demand, most of the transactions being on contract orders at manufacturers' quotations, or, say, \$2.05 to \$2.15.

Naphthalin is in demand and firmer, with quotations slightly higher, the revised range being 2½c to 2¾c for either balls or flakes.

Nux vomica is tending higher, influenced by the reports of a small crop and strong conditions in primary markets. It is reported that cable offers for considerable quantities at full prices have met with no response from India. The crop was a small one and it is thought that it has been exhausted. For spot goods here the inside quotation is 2¾c, while for arrival 2½c is asked.

Opium is without quotable change, but the market is quiet in view of favorable crop advices from Smyrna. While the movement continues of the hand to mouth order, supplies being purchased as wanted, holders are fairly firm in their views and show no disposition to urge sales by price concessions. Quotations are maintained at \$2.95 for single cases and \$3.00 to \$3.05 for broken lots. Powdered is selling fairly in a jobbing way at the previous range of \$3.60 to \$3.65.

Quinine in bulk continues to offer at the recent decline to 26c for bulk, but only a moderate jobbing business is reported and important interest in the article seems wholly suspended. Outside lots are equally neglected and quotations are largely nominal at 25c for German and 23½c for Java.

Saffron, Spanish, is weak and unsettled, owing to competition, the inside quotation having been reduced to \$6.50, though some holders hold out for \$7.00 for strictly prime quality.

Santonin is maintained very firmly at the recent advance to \$6.70 to \$6.75 for crystals and \$6.90 to \$6.95 for powdered.

Spermaceti is offered with increased freedom and quotations are a shade lower, with block and cakes selling at 22c to 22½c and 23c to 23½c, respectively.

Sugar of milk has been advanced by the manufacturers to 14½c for cob and 16½c to 17½c for powdered, as to quality and quantity.

Vanillin is in fair steady demand at the former quotation of 55c to 65c, as to quantity and seller.

Vanilla beans are selling quite freely, with Mexican whole bringing \$6.50 to \$13.00, cuts \$4.00 to \$5.50, Bourbon \$2.00 to \$7.50 and Tahiti 60c to 85c, as to quality and quantity.

Wax, bees, is maintained with increased firmness, in view of the limited supply, and local dealers are asking 33½c to 34c for ordinary pure and 35c to 36c for select. Japan continues held and selling at the recent advance to 15½c to 16c.

CHEMICALS.

Acetate of lime has been in good demand and values are well sustained at 1.40c to 1.45c for gray and .95c to 1c for brown, as to quantity and terms.

Acetate of soda is rather quiet; recent sales have been at a reduction to 4c to 4¼c.

Alum has sold more freely in the interval, a good demand being experienced from the West and South, which is met at 1.65c to 1.70c for lump and 1.75c to 1.80c for ground, as to quality and quantity.

Arsenic, white, is meeting with a fair inquiry and the market shows more firmness, with spot sales at 3¼c to 3¾c.

Bleaching powder is without improvement, though sales are making of domestic make in a jobbing way at 1¼c and upward, as to quality and quantity.

Blue vitriol is lower, influenced by freer offerings of foreign makes, this variety being obtainable at 5¾c to 5½c, while domestic is quoted at 5½c to 5¼c, as to quantity and seller.

Chlorate of potash remains quiet and sales are making in a retail way only at 7¼c to 7½c.

Cream of tartar is in improved demand and well sustained, with the sales at 23½c to 23¾c for powdered.

Nitrate of silver is higher, having been advanced by the manufacturers in sympathy with the higher cost of bullion. The revised quotation is 32½c to 36c, an advance of ½c an ounce.

Picric acid is easier and quotations have been reduced to 26c to 35c, as to quality and quantity.

Sugar of lead has been advanced ½c per pound by the manufacturers and the revised quotations are 6¾c for brown, 8¾c to 9½c for white crystals, as to quantity and style of package; 7¾c for broken, 8¾c for granular and 10c to 10½c for powdered.

Tartaric acid is in better demand for future delivery and quotations are well maintained at 29¼c to 29½c for crystals and 29½c to 29¾c for powdered, as to quantity.

ESSENTIAL OILS.

Anise shows an advancing tendency under the influence of firmer reports from primary sources, and while some holders decline to shade \$1.07½ inside, \$1.05 will yet buy.

Cassia is firmer but not quotably higher under the influence of the same conditions as prevail in the anise market.

Cajuput continues on the up-grade and a fair business is passing at the higher limit of 58c, with 55c named in some quarters.

Cubeb is reported easier in the London market, but values here are unchanged, the sales being at the previous range of 90c to \$1.

Citronella is quiet and offers in some instances at 20c, though 22c is generally named.

Lavender is developing an upward tendency in the face of a reported scarcity of raw material, but prices are nominally unchanged at \$1.10 to \$1.75.

Mace and nutmeg are in slightly improved position in the face of firmer reports from primary markets, but values are without quotable change.

Peppermint has recovered its tone, and advices from the West are of a stronger tenor, but no quotable change is noted in this market, the sales of tins being at \$3 to \$3.25, and of cases at \$3.50 to \$3.75, as to quality and quantity. The outlook in the West is said to be favorable to holders.

Sandalwood has declined in the interval, supplies being offered at \$3.25 to \$3.50.

Sassafras, natural, is a trifle irregular, 41c to 45c representing the range of values as to quality and quantity.

Spearmint has weakened in the interval owing to lack of demand, and while \$3.25 to \$3.75 is generally named, it is intimated that the inside figure might be shaded on a firm bid.

Tansy, while not quotably lower, is easier in the absence of important demand.

GUMS.

Arabic, of the various grades, shows less firmness in the face of larger receipts of gum and the prospect of the early opening up of the Soudan. Military expeditions in Somaliland are, however, operating to restrict the output and an early change in values is not anticipated. The exports from Zalla, Somaliland, during 1901-02 amounted, according to the Chemist and Druggist, to 437 cwt., against 753 cwt. in 1900-01 and 1,023 cwt. in 1899-1900. The exports of "gums and resins" from Berbera and Bulhar, Somaliland, increased in weight by 409 cwt., but declined in value by 921r. This was due to the reduction in the tariff value and the larger export of "coarse gum," the cheapest description. The necessities of the people stimulated them to collect and sell this natural substance, otherwise the amount would have been much below last year's supply, because the dealers combine to fix inadequate prices. Kafilahs from Ogaden and Harrar brought larger quantities than the previous year to Bulhar, whence 3,337 cwt. was shipped, compared with 2,196 cwt., an increase of 1,141 cwt. The entire exports from both ports were carried to Aden.

Aloes of the various grades are quiet and the same may be said of asafoetida, neither having developed any action of consequence since our last report. Prices are without quotable change.

Benzoin has continued in moderately active jobbing demand and values for Sumatra are well sustained at 26c to 34c, as to quality and quantity.

Camphor is in good jobbing demand at the previous range of 55½c for barrels and 56c for cases.

ROOTS.

Aconite is held at 10c to 11c for best German, and we hear of numerous jobbing transactions at this figure.

Blood has been advanced owing to scarcity and improved demand. The quotation of the market is 8c to 9c.

Ginger, Jamaica, is in good seasonable demand and firmer, with the inside quotation for unbleached now 9c.

Golden Seal is well maintained at 54c to 55c, though we hear of few important transactions.

Ipecac is without important change save for a firmer feeling influenced by strong cable advices.

Orris is held and selling fairly at the range of 6½c to 10c for Florentine, 4½c to 5½c for Verona, and 60c to 65c for select fingers.

Rhubarb is in steady moderate request with previous prices well sustained upon all grades. The quotations of the market are: Canton, 40c to 50c; Shensi, 70c to 75c; high dried, 20c to 25c, clipping and clippings, 12½c to 47½c, as to quality and quantity.

Sarsaparilla is fractionally higher owing to the limited available supply and increased demand for export; quoted 6½c to 6¾c.

Senega, Western, continues in moderate inquiry and values are steadily maintained at the range of 82½c to 87½c.

SEEDS.

Anise, Italian, new crop, has begun to arrive and is obtainable at 9¾c to 10c.

Canary continues to reflect a quiet market and Smyrna is now obtainable at 3¾c to 4c and Sicily at 4¼c to 4½c.

Celery is stronger abroad and quotations have advanced in this market to 7¾c inside.

Colchicum has eased off and sales are reported at a decline to 40c to 42c.

Coriander is cabled higher at producing points, but values are without quotable change in this market, 2¼c to 3c being yet named for natural and bleached.

Hemp continues to offer at the low range of 2½c, but we learn of only jobbing lots moving.

Larkspur is held with increased firmness, but values show no change from 40c to 45c.

Sabadilla continues to improve under the influence of light stocks and firmer primary markets and 16c is now named in instances, though 14c will yet buy.

Wormseed, Levant, is scarce and wanted, and holders quote 14c per pound.

Sale of Confiscated Chemicals.

Several lots of fine chemicals seized by the customs authorities in the case of the O. Porsch Chemical Company will be sold at auction by United States Marshal William Henkel, on Tuesday, April 28. The sale will begin at noon and will be held in the seizure room on the tenth floor of the Appraisers' Stores, 641 Washington street, New York. The goods will be open for inspection between 10 a. m. and 3 p. m. on the day before the sale and on the morning of the day of the sale. All goods are sold "as they are," and no allowances will be made. The items to be sold are as follows:

Lot No. 1.—Jasmin, 10 bottles, 1 ounce each; Jasmin, 1 bottle, 5½ ounces; Jasmin, 1 bottle, 1 ounce; Jacinthe, 8 bottles, 1 ounce each; Ylang-ylang, 4 bottles, 1 ounce each; Oeillet, 14 bottles, 1 ounce each; Aubepine, 1 bottle, 10 ounces; Lilac, 1 bottle, 4 ounces; Acacia, 1 bottle, 13½ ounces; Nerolin, 1 bottle, 3 ounces; Pink blossom, 2 bottles, 1 ounce each; Rose, No. 1, 11 bottles, 1 ounce each.

Lot No. 2.—Rose, No. 2, 12 bottles, 1 ounce each; Oil of rose, No. 1, 2 bottles, 67¼ ounces; Rosinol, 14 bottles, 1 ounce each; Rosinol, 1 bottle, 98¾ ounces; Vanille, 174 tins, 1 ounce each; Oil of Jasmin (synthetic), 1 bottle, 17¾ ounces; Violette, 1 bottle, 6¼ ounces; Ylang-ylang, 1 bottle, 35½ ounces; Oil of Hyacinthe (or Jacynthe, synthetic), 1 bottle, 16¾ ounces; Aubepine, 1 bottle, 32 ounces; Oeillet (synthetic), 1 bottle, 8½ ounces; Muguet, 1 bottle, 26 ounces.

Lot No. 3.—Vanillin, 31 tins, 28 grammes each; Coumarin, 34 tins, 1 ounce each.

Lot No. 4.—Heliotropine (crystal), 100 tins, 1 pound each; Heliotropine (concrete), 1 bottle, 42 ounces; Jacinthe, 2 bottles, 71 ounces.

Lot No. 5.—Coumarin, 17 tins, 601½ ounces; 5 tins, 1 pound each.

DRUMMERDOM NOTES.

J. D. Sipp has spent the last few months in a tour through the South, where he has been teaching the drug trade the value of the Duroy wines, fruit juices and soda fountain supplies. Mr. Sipp reports that the prospects for a big trade this summer are "the best ever."

Boston.—A. A. Gerlich has been in town recently, exploiting the goods of the Harburg Rubber Comb Company.

W. P. M. De Camp, who travels for Lehn & Fink, New York, has been showing fancy goods to the druggists of this section with good success.

W. H. Earl was in this city recently. His specialty is chamois skins, and he takes orders for the Murray, Stam & Murray Company, Newark, N. J.

L. P. Lamoureux has been showing the specialties of the Liberty Soap Company, New York, with good results to his firm.

W. J. McMillan knows all about fancy goods, and he has been exhibiting his line and taking orders for McKesson & Robbins, New York.

Essential oils is a hobby with C. G. Euler, of New York. He recently did a good business here for A. Chiris & Co., New York.

R. B. Ijams is another essential oil expert. He also did a satisfactory amount of business for George Luders & Co., New York.

Rudolf Wirth called upon his customers a few days ago and obtained a supply of orders for E. Fougere & Co., of New York.

W. A. Raymond arrived in the Hub recently. He had much success with the goods of Deitsch Brothers, New York.

Buffalo.—F. C. Moore, who still represents on the road in his usual satisfactory way R. Hillier's Son Company, importers and drug millers, was in Buffalo for a season shortly after the middle of April.

Merck & Co., of New York, send us their salesman for this territory, W. J. Whitman, who appears to have carried off a good amount of orders for his house in the line of standard chemicals and drugs.

G. H. Dietz, who is not quite as well known to the Buffalo drug trade as some of the other traveling salesmen, was here late in April as the distributor for a consideration of his Marvel Whirling Sprays.

W. C. Parker comes this month as the man on the spot to push the interests of F. R. Arnold & Co., and, of course, had no difficulty in disposing of a stock of perfumery and toilet articles.

The Vera Vanillin of George Lueders & Co., received a further sendoff in April by the visit of Edward V. Killeen, who knows how to handle essential oils and fine drugs to advantage.

Justin Keith, distributor of the materia medica, whole, ground, or powdered, put up by J. L. Hopkins & Co., spent a few days with us lately, apparently to the advantage of all concerned.

W. D. Brenn, who is also an herb handler, though in his own special capacity, dropped off here lately to look up the trade of the Tyler & Finch Company, and add to it here and there.

The Albany Chemical Company, with 40 items of interest to the druggist on their advance list, again send us the regulation salesman, Mr. Willsey, who gets away with a neat lot of orders.

George H. Macy, long the old reliable for Dodge & Olcott, and who can say their fierce list of sales articles backward, was in Buffalo about the middle of March on his regular round.

T. M. Curtius, the New York drug broker, who is nobody's man but his own, made the round of the city trade this month and appears to have been able to reduce his stock materially the while.

F. A. Weed, of Whitall, Tatum & Co., scattered his wares through the city as usual on his late visit to the general drug trade of the city. He is always welcome.

W. F. Sohni, well known as the traveling salesman for the New York Paper Box Company, who has a large list of people to look after, did not forget the druggists on his late visit to Buffalo.

The Ricksecker Company, as usual, send us Mr. Albright in the interest of their specialties, and from appearance both seller and buyer are pleased over the visit.

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SUBSTITUTION AND THE LEGISLATIVE DONKEY GAME.

ONE of the most distressing evils of our times is the blundering and bungling legislator, the meddling and muddling law-maker, who seeks to remedy real or imaginary social or political faults by measures inspired by his own ignorance and prejudice, or by the cupidity of persons who might be benefited by such laws.

In the State of New York this sign of retrogression is manifested with a frequency and intensity quite out of proportion to the position of the Empire State at the head of the nation. Like many diseases of the flesh, this malady of the legislative mechanism seems to recur in epidemics manifested by a feverish activity among the class of legislators referred to, and it has been apparent to all thoughtful observers that in this State we have just passed through such an epidemic which terminated only in the quarantine of adjournment.

The pharmacist has ever been an easy mark for the freak legislator. There is nothing concerning which such a law-maker knows less than about pharmacists, pharmacies and pharmacy, and yet there is no field in which he thinks himself more competent to legislate. The fundamental principle which constitutes the starting-point of all such legislation seems to be that the pharmacist is, by virtue of his calling, a person with evil and criminal tendencies pursuing a trade in which cunning and deceit are the bases of profit, and in which honesty, commercial integrity and professional honor are practically unknown—a calling, in a word, which attracts and nurtures only men of a low moral type.

With this principle to start with, and with the sole aim (?) of protecting the long-suffering public from the rapacity, the unspeakable baseness of this vampire, this diabolically cruel and cunning Shylock, the pharmacist, the bungling legislator proceeds to frame laws intended to mete out the punishment which these misdeeds deserve. In the blindness of his prejudice, in the incompetence of his ignorance, he brings forward a measure usually not only absurd in conception and impossible of execution, but also calculated to destroy the confidence of the public in pharmacists and to brand as a crime an act which cannot by any theory of ethics, sociology or criminal law come under that definition.

The bill "against substitution" recently passed by the Legislature of the State of New York, and now awaiting

the Governor's signature, is perhaps the most highly developed example of this class of legislation that has cropped up within recent years. That this bill was inspired by the manufacturers of certain proprietary remedies is too self-evident to need further discussion. As Stone street had played the tune to which the puppets of the Health Department danced, innocently enough, in the investigation of the alleged phenacetin adulterations, so John street has dictated the terms of the Bostwick-Dowling bill against substitution and marked out for the sponsors of that bill the last trenches behind which they must make their stand in apparent balking doggedness in the concessions made to common sense and common justice in the modified bill after the hearings before the legislative committee.

The burning disgrace that such a state of affairs can be possible; that the few powerful manufacturers can have more influence at Albany than the whole pharmaceutical craft of this State, is heavily felt by all of us who are pharmacists first and New Yorkers afterward. If the theme were not so serious we might indulge in levity, after the example of our neighbor, *The Druggists' Circular*, which editorially expresses views on the subject that can only meet our hearty indorsement. The more one considers the terms of the law in question the more does its absurdity and its rank injustice stand out. The fundamental fault of this law is that it confounds the letter with the spirit of substitution. To use petrolatum in the preparation of an ointment containing some medicinal ingredient in this indifferent base, when the physician's formula calls for vaseline, is not substitution in spirit, but in letter. For, the physician who wrote the prescription wrote "vaseline" simply because this was the term that was most familiar to him, and not because he wished his patient's skin to come into contact with nothing but the "Blue Seal" variety. The same is true in the case of using bismuth subgallate for dermatol; acetanilid for antifebrin; lanum for lanolin; sodio-theobromine-salicylate for diuretin, and in the case of hundreds of other similar paired terms, one of which is the patented, the other the scientific name of the same material. The pharmacist who, on the other hand, for reasons of expediency or of cupidity substitutes one drug for another which he happens to have in stock, or which happens to be less expensive than the one prescribed, or called for—he is indeed guilty of substituting in the spirit, the true meaning of the term.

The pharmacist who, in the dead of night, or in an emergency, dispenses a harmless drug, evidently intended to be given, instead of the deadly substance jotted down by mistake by the physician, is not substituting in the true meaning, the spirit of the term, though he certainly is doing so in the letter thereof. The pharmacist who dispenses a pharmacopœial fluid extract of absolutely standard quality, when So and So's is called for in the prescription, is not, we hold, substituting in the spirit of the word, though he may be doing so in the letter.

Under the Bostwick-Dowling bill the patent of nobility given to a preparation by its conformance to the

official standard is no longer valid, and the Pharmacopœia of the United States is practically no longer recognized in the State of New York. The manufacturers become the sole arbiters of pharmacy and their standards, fixed at will by themselves, are the sole standards recognized by law. No other argument is needed to show that the bill is distinctly a retrogressive step.

As regards the enforcement of the law in question there will be insurmountable difficulties, giving rise undoubtedly to abuses of power and blackmailing, and placing the pharmacist in a helpless position. That the Bostwick-Dowling bill will be more difficult to enforce than the Raines law, for example—and every one knows how that is enforced—cannot be doubted. Even the layman, when placed face to face with the simple facts in the case, realizes how difficult it would be for the average retailer to keep in stock even a single bottle or package of every preparation made by each of the leading manufacturers. The principle of keeping the lowest possible amount of stock compatible with the interests of the business and those of the customers—the fundamental principle of all wholesale and retail commerce, upon which often depends the financial stability of the dealer—is set at naught by the requirements of the new law.

But now that the bill has been passed, and is in the hands of the Governor for signature, the question arises: How shall we prevent the recurrence of such epidemics of legislative bungling as we have had this year? How shall we stem the tide of freak legislation? Surely there must be something wrong somewhere in the machinery of a State like New York when such laws as the Bostwick-Dowling bill can be admitted to the statute books. In other civilized countries laws that affect technical callings are carefully worked out by commissions of experts, some of whom at least are members of the profession affected by the proposed legislation. It is only in this way that pharmaceutical, medical and other class laws can be drafted, that are of benefit to the community, not to a single class of manufacturers, and that are above all rational in conception and enforceable in practice.

In the case of the new substitution law we see therefore a striking instance of the necessity for reform in our legislative methods. We cannot expect the wisdom of bungling law-makers to grasp the distinction between substitution in the letter and substitution in the spirit—the one an act which can have no evil consequences so far as the public is concerned—the public, mind you, whose interests alone it is the duty of the Legislature to conserve—and the other an offense against the health, nay, the very life, of a person. Such a distinction evidently requires for its apprehension minds of a caliber which are not commonly found among the astute Solons at Albany, who allow certain proprietary medicine manufacturers to lead them blindfolded to the head of the donkey in the donkey game of legislation, and who triumphantly affix the tail of the animal upon its nose, in the consciousness of having gloriously and self-denyingly corrected a defect in the social mechanism in a discreet, perspicacious and unerringly accurate manner.

THE MYSTERY OF RADIUM.

It has recently been reported in cable dispatches that Professor Curie, of Paris, whose labors in the isolation and study of radium have made the name of both himself and Mme. Curie, his wife, well known to chemists the world over, has demonstrated that radium possesses the extraordinary property of continuously emitting heat without combustion, without chemical change of any kind and without any alteration in its molecular structure, which remains spectroscopically identical after many months of continuous emission of heat.

He finds, furthermore, that radium maintains its own temperature at a point 1.5 degrees C. above its surroundings. This is equivalent to saying that the actual quantity of heat evolved is such that pure radium would melt more than its own weight of ice every hour, or that half a pound of radium would evolve in one hour heat equal to that produced by burning 1-3 cubic foot of hydrogen gas, this evolution of heat going on constantly for indefinite periods, leaving the element at the end of months of activity just as potent as it was at the beginning.

The world is thus made acquainted with a heat sufficient to raise mercury in a thermometer 2.7 degrees F., the output of which is maintained indefinitely without any visible compensation to the heat giving body. It is not to be supposed, however, that perpetual motion has at last been discovered. Physicists do not doubt that the effect brought to the knowledge of M. Curie has a cause, and investigation of that cause is regarded as being full of promise for the future.

We do not know why radium exhibits phenomena so remarkable. Sir William Crookes has attempted an explanation by reviving an hypothesis which he submitted to the British Association for the Advancement of Science in his presidential address in 1898, but his explanation does not clear up the mystery. Speaking of the radioactive bodies then just discovered by M. and Mme. Curie, he drew attention to the large amount of energy locked up in the molecular motions of quiescent air at ordinary pressure and temperature, which according to some calculations by Dr. Johnstone Stoney amounts to about 140,000 foot pounds in each cubic yard of air; and he conjectured that radioactive bodies of high atomic weight might draw from this store of energy in somewhat the same manner as Maxwell imagined when he invented his celebrated "Demons" to explain a similar problem. Crookes suggests that the atomic structure of radioactive bodies is such as to enable them to throw off the slow moving molecules of the air with little exchange of energy, while the quick moving missiles are arrested, with their energy reduced and that of the target correspondingly increased. (A similar sifting of the swift moving molecules is common enough, and is effected by liquids whenever they evaporate in free air.) The energy thus gained by the radioactive body would raise its tem-

perature, according to Crookes' theory, while the surrounding air would get cooler. Proceeding upon this hypothesis the conclusion is reached that radium would cease to show its peculiar properties in a perfect vacuum.

It would seem that in almost every field of science the great discoveries come in cycles, and in physical chemistry and in physics we are in the midst of an era of discovery which apparently demands a readjustment of our accepted theories regarding the constitution of matter and the chemistry of combinations. As to radium, it may be that the world will be benefited when the mystery of its behavior is made clear; but after a method has been discovered for isolating it in appreciable quantity from its source, pitchblende, are we not likely to be confronted with the same difficulty that discouraged the searchers for the universal solvent—viz.: the lack of something to keep it in?

THE Proceedings of the American Pharmaceutical Association at the golden jubilee meeting in Philadelphia last September have been issued in a bulky volume with commendable promptitude by Secretary Caspari. Without attempting any detailed review of the work reference may be made to the invaluable character of the Report on the Progress of Pharmacy in this volume, which covers 435 pages and constitutes an accurate and trustworthy review of the progress of the year in the whole field of pharmacy, including inorganic and organic chemistry. The numerous papers of a historical character incorporated in the book make it a document of the highest value to the pharmaceutical historian; they furnish a splendid retrospect of the growth and development of scientific pharmacy in the United States. It is not to be understood from this that the needs of the practical working pharmacist have been in any way overlooked in the compilation of the Proceedings. In this respect the information afforded in its pages is of the most available kind and every member who receives the volume will, we are sure, feel amply repaid for the amount of his investment in annual dues.

THE decision handed down by the Court of Appeals of this State in the long-pending suit brought by the John D. Park & Sons Company, of Cincinnati, against the National Wholesale Druggists' Association and others, copious extracts from which are printed elsewhere in this issue—together with the comments on the decision made by prominent members of the wholesale trade—is worthy of a careful reading. Taken together with the dissenting opinion of Judge Martin the whole constitutes a lucid exposition of the legal aspects of the national movement for the regulation of prices on proprietary remedies, and as such should have a very special interest for all branches of the trade, retailers as well as wholesalers and manufacturers.

(Written for the American Druggist.)

THE EVOLUTION OF METROLOGY.

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IN studying the literature of metrology, while preparing the chapter on that subject for a contemplated textbook on pharmacy, the writer discovered much data scarcely required for the work and yet of sufficient interest to justify its publication as a separate article. Hence the presentation of the following particulars relating to the origin of weight standards.

THE ANTIQUITY OF WEIGHTS AND MEASURES.

Weights and measures have been employed since the earliest times, the Jews having a legend (1) that they were introduced by Cain. Whether this be true or not it is a fact that so soon as barter and traffic became general, a need for authoritative standards arose, and thus weights and measures were devised.

The most ancient authentic measure known to us is the Egyptian cubit (2), which, according to a papyrus in the British Museum, was known in the reign of Amemhat III, B.C., 2300, and represented the length of the forearm.

The foot is of Greek origin, legend having it that the original foot was that of Hercules (3).

Inch is from the Roman measure "uncia," or one-twelfth of a foot. Both pace and mile ("millia passuum") are also of Roman origin. Yard is more modern, being an Anglo-Saxon measurement of the girth.

The oldest representations of weighing are the markings on the tombs of Thebes (4), dating back to B. C. 1500, and which represent slaves weighing certain rings on a scale, the weights being in the form of some animal, while the earliest specimens of weights now extant are those obtained from the ruins of Babylon and Nineveh and deposited in the British Museum. One of these is a stone duck (5) inscribed "Ten manahs" and bearing the name "Dungi"—that of a Babylonian king who flourished about B. C. 2700. Similar are the stone ducks excavated at Nimroud by Layard (6), one of which is inscribed "The palace of Irba Merodach, King of Babylon, thirty manahs" (B. C. 1050?), while a green stone cone inscribed "1 manah, by Nebuchadnezzar, after the pattern of the standard of Dungi," seems to confirm the stone duck above mentioned as one of the original standards.

THE WEIGHT OF THE MANAH.

Much confusion prevails as to the real weight of the manah, one set ranging from 979 to 1,008 grammes, while another series weighs 489.6 to 502. Aside from this doubling it is found that each class is divided into subclasses, the "royal" and the common manah (7), the former being one-twenty-fourth heavier than the latter. There is also considerable dispute as to whether the Egyptian weights—the Uten and the Kat—are older than the Assyrian manah and the shekel, Brugsch (8) taking the affirmative and Lehmann (9) the negative position on the question.

Since the Egyptian weights have no bearing on the origin of our common weights, we need not discuss the matter, beyond stating the fact that the earliest mention of Egyptian Uten (90.9 Gm.) is made in Harris's papyrus (10) (B. C. 1300). Both are mentioned on inscriptions on the Temple of Karnah, describing the booty brought home by victorious Thutmosis III (B. C. 1600), and it is interesting to know that the inscription gives the equivalents in manah of Babylon (11).

This manah—maneh, or mina—was apparently the standard weight of surrounding nations, for mention is made of its use by the Jews (1 Kings x: 17), where it is translated as "pounds," while Ezekiel (xlv.: 12) gives a table of weights, prescribing that "the shekel shall be twenty gerahs, twenty shekels, five and twenty shekels, fifteen shekels shall be your maneh."

These two references give different values to the maneh and shekel—the later ($20 + 25 + 15 = 60$) (12) making 60 shekels to the maneh, while by a cross reference to the first mentioned verse we learn that three maneh contained 300 shekels (13). That a shekel is 20 gerah is verified at three distinct places in the Old Testament, and it is peculiarly interesting in this case to note that the Hebrew word "gerah" means "grain," although, working down from the ancient weights at our disposal, it would seem that the Hebrew gerah was 7 to 12 of our grains.

THE SHEKEL

seems the earlier weight, it being mentioned in the purchase by Abraham (14) of the field in which to bury Sarah, B. C. 1860. In this reference it is used in connection with money value, but the passage distinctly states that the 400 shekels of silver were weighed. Coins were not invented until much later, not a single coin having been found in either Egyptian (15) or Assyrian (16) ruins. The earliest specimens of coins date from the seventh century B. C., and consensus of opinion ascribes original coinage to the Lydians (17), probably to the reign of Gyges (668 to 626 B. C.) (18).

The first Hebrew shekel was not coined until the time of Simon Maccabaeus (B. C. 140) (19).

The word "gerah" means "grain" and leads one to the opinion that the earliest weights were seeds of plants and this idea is supported by the fact that the smallest Roman weight was called "siliqua" (20) and was evidently the seed of *Ceratonia Siliqua* (21) (weighing about three grains), as the Greek called the weight "Keration," the name of this plant.

This explains the derivation of carat, the weight of our modern jeweler, which weighs 3 1-6 grains (22).

THE USE OF COINS AS STANDARDS OF WEIGHT.

So soon as coinage became universal weight standards began to modify, so that the mint or money weight was less than the common weight; thus the Babylonians had two kinds of minas, the mint manah of 50 shekels weighing from Gm. 400 to Gm. 431, and the common mina of 60 shekels, weighing Gm. 491 to Gm. 517 (23).

Soon after the introduction of coins they were found convenient as standards of weight, a most unfortunate condition, inasmuch as financial movements cause variations in the weight of currency and thus in current weights. The shekel weight of silver became a popular coin, and of those now known those of Babylon and Lydia weigh Gm. 11.20 (24) (1-60 of light mina) while those of Phoenicia weigh Gm. 14.92. These standard coins were carried to Greece, the Æginetic copy (called a stater), weighing from 12.57 to 13.44 (25), midway between the Babylonian and the Phœnician. The Greeks also had a silver mina of Gm. 628 to Gm. 672, and this mina was divided into 50 stater. The Ionian stater weighed Gm. 14.8 (26) and was 1-60 of the heavy Babylonian mina. The Attic coins are near copies of the Babylonian; the mina weighed Gm. 436 and the stater Gm. 8.72 (27). Whether this was a direct copy or whether the Attic represented debased Æginetic currency is a matter of conjecture. What interests us is that a silver coin half the weight of a stater—that is, Gm. 4.37—was introduced into Attic currency under the term *Drachma*.

THE INTRODUCTION OF GREEK WEIGHTS INTO ITALY.

Greek colonists introduced their coins and thus their weights into Italy, the standard being that of Corinth (stater Gm. 126, drachma Gm. 42), but before their advent the Italians had a bronze standard. The ancient pound, weighing Gm. 273, based on the massive bronze called *Æs Ruda*, was perhaps intended to represent one-half of the light common Babylonian mina; while the Roman pound of Gm. 327 has been thought to represent one-third of the heavy Babylonian mina (28). A bronze coin weighing a Roman pound and called the "as libralis" was the standard of Roman currency. Its monetary equivalent in silver was a small coin named "scripulum," weighing Gm. 1.137. This "as libralis" was divided into parts of $\frac{1}{2}$, $\frac{1}{3}$, $\frac{1}{4}$, $\frac{1}{6}$ and 1-12, and the last, like the inch (1-12 foot) was called an "uncia," whence our word "ounce."

The Greek colonists introduced their drachma under the name *Denarius*, and while the weight of the coin lessened through depreciation of currency—the "as" shrinking to even one-sixth of its normal weight—the titles as weights remained and developed into the following table (29):

3 siliquæ	= 1 obolus
2 oboli	= 1 scripulum
3 scripula	= 1 drachma
2 drachmæ	= 1 scillicus
4 scilliculi	= 1 uncia
12 unciæ	= 1 libra of 327 grammes

This is practically our present apothecaries' system.

The Attic drachma, introduced B. C. 269, weighed from Gm. 4.37 to Gm. 4.90 and represented 1-72 of a pound, but it was reduced in size until under Nero (30) it weighed but Gm. 3.41 (1-96 pound, as in above table).

The siliqua is of later origin than the rest of the scale, having been introduced during the reign of Constantine as the equivalent of the Greek Keration (31). It was based on the gold coin of Constantine—the solidus. The first literary reference to siliqua is made by Rhemnius Fannius, a poet in A. D. 312, and R. Vegetius Renatus, a military writer of A. D. 380 (32). It will be noted that the pound of the foregoing table was lighter than either our Troy pound (Gm. 373) or our avoirdupois pound (Gm. 453).

(To be continued.)

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(Written for the American Druggist.)

THE PHARMACIST AS AN ADVERTISER.

BY GEO. L. KELLEY.

Everett, Mass.

THE supposed object of all advertising is to sell goods, but not all advertising accomplishes its object. The failure is sometimes due to one reason, sometimes to another. In preparing an advertisement several things must be kept in mind. Most important of these is the subject to be chosen for advertisement. There are some articles in a drug store which it is worse than useless to advertise, but there are other things the sale of which may often be largely increased by judicious advertising. Before advertising consider, not whether it is an article commonly advertised, but whether, if the profit warrants the expense, you could increase your sales by calling it to the attention of the public.

During the holiday season it will be found advisable to give the greater share of attention to holiday goods. Specialty advertising, however, if well done, is usually more prolific of desirable results than any other kind of advertising. The profits, too, are in most cases larger.

As mentioned above the choice of something suitable to advertise is of first importance. Next in importance to this is what we will have to tell about it. This is not by any means the difficult matter that many suppose it to be. Good advertising consists merely in telling concisely and clearly the favorable points of an article. Various devices are used to make the advertising more attractive, but all will fail if the advertiser has not related some pertinent and interesting fact concerning his goods. The writer believes a reasonable amount of humor in advertising is entirely permissible, but that a long-drawn series of humorous advertisements, as in newspaper advertising, produces the effect of bathos.

Brevity is one of the most desirable qualities in an advertisement if it does not interfere with its clearness. People will read a short, meaty treatment of an interesting subject when they will wholly disregard a more pompous and lengthy dissertation on the same subject.

We have so far found that it is necessary to say briefly something interesting about something desirable. We will next consider the medium for utterance. For all-round usefulness no advertising medium can excel the newspaper. Catalogues, programmes and prospectus, also, are a promising and profitable field. But for the particular needs of the druggist the neatly printed booklet or folder, stamped and addressed so as actually to reach the hands of the person for whom it is intended, is better by far than any of the mediums mentioned above. These booklets or folders should be prepared with a view to making them attractive enough to preserve and short enough to be read through without occupying too much time. The matter treated on their pages will depend upon the season and the specialties to be pushed. The entire publication may be devoted to expounding the merits of one article or of one department, or it may be devoted to several different things. In the last case, however, I would suggest that there be some connection between the different articles either in their seasonableness or in their use. Catalogues, programmes, etc., are not usually productive of great results, but this is a luxury which must be indulged in for reasons of policy, if nothing else. Of newspapers it may be said that they are a valuable me-

dium for advertising the article of the day, whether it be bronchial troches or ice-cream soda.

Advertising cannot but be beneficial. With some it will not yield as good results as with others; but, if properly managed, a thorough advertising campaign must increase trade. The effect of advertising is largely cumulative. It brings the goods and the name of the advertiser before the eyes of the purchasing public and makes them intimate with his store and stock. If the pharmacist has expended thought, time and money to perfect his prescription department, or if he makes a superior cold cream or a good liniment, he owes it to himself as a duty to advertise it to the public, and thus acquaint his prospective patrons with what he offers.

(Written for the American Druggist.)

FACTORS OF SUCCESS IN PRESCRIPTION WORK.

By RAYMOND L. HIGH.

THIS topic is one which has been discussed by the master minds of pharmacy, as well by the professor in his more or less theoretical manner as by the man behind the pestle. Yet after the many phases and plans are thoroughly threshed out one still wonders what particular policy or method can be best applied to a particular store. For my part I am convinced that the simple maxim, "Persistent attention to the minutest details," contains the solution of the problem. One may ask the question, Why does Dr. Blank send all his prescriptions to my competitor? and it will be found that this competitor has paid particular attention to some one or more details which have won for him a staunch admirer in the physician and an advance agent among his many patients.

Let us consider some of the important details which by untiring attention to them will build a prescription trade commensurate with the class and extent of the neighborhood and the energy expended. The more important poisons should be kept in a poison closet, neatly arranged relative to the number of times in use, and classified according to the acids of the salts, as Morphine: M. acetate, M. hydrochloride, M. sulphate. Synthetic preparations should be arranged alphabetically in suitable boxes, triturations, 1 part with 9 parts sugar milk, made of alkaloids and their salts which are commonly used; as well as calomel, corrosive sublimate, tartar emetic, etc., for use when powders are desired.

Solutions of alkaloidal salts and toxic drugs should be kept on hand for dispensing when minute quantities are prescribed in liquid form.

Arrange galenic preparations in alphabetical order and chemicals in groups, first, according to the base and then by the acid of the salt, as Potassium, P. acetate, P. bicarbonate, P. bromide, P. chlorate, etc. The various liquid preparations generally used in average prescriptions should be kept behind the prescription counter, as by doing so the chance of forgetting what one is going after is avoided, and time is saved as well, to say nothing of the fact that waiting patients are skeptical, and have a "horror for that Tr. opii he is putting in my prescription."

Notwithstanding the fact that you are now well arranged, make a catalogue to which any one responsible can refer and tell in an instant whether you have a given preparation in stock or not, and exactly where it is, making your classification starting at the top shelf or A, and having vertical partitions indicated by numerals, thus, fl. ext. aconite, alc. Now if you should get sick or be compelled otherwise to be absent from the store, the assistants or relief clerk can transact business without embarrassment.

Keep your prescription department scrupulously clean, as well as the rest of your store. Allow no accumulation of any kind (except money), and be well equipped with all of the apparatus necessary for the compounding of prescriptions. Do not under any consideration permit loud talking or laughing behind the counter, nor allow it to be made a meeting place for those who have nothing else to do. Do not make too much of an effort to keep the prescription department secluded from the sight of passers by. They will, if they can, see the systematic manner in which the department is kept, stop and look, as well as talk about you and your well arranged store. Do all you can to cause people to talk well about you, it brings business.

Make careful and descriptive notations on all prescriptions where any different methods of procedure may produce diversified mixtures. You thereby minimize a great liability of error, and the physician will note your care. Have a definite system

for checking all prescription work, the ingredients and quantities entering into prescriptions, etc., and have none but qualified men to attend to this work. Make it a point to write labels legibly, writing a new one each time the prescription is filled, having the finished preparation always spotlessly clean. Insist at all times on wrapping all prescriptions, tying the string in a bow and fastening the ends by means of a suitable sticker.

Promptness in delivering prescriptions should be one of the most important features of the department. Many people will favor you when they know their medicines will be speedily delivered when finished. Suitable printed address slips, with your "ad" attached, together with space for the name, address, cost, whether collect or charge, and number of packages to be delivered, will reveal your alertness to be both unique and careful. Show the physicians and the public in general that you buy only assayed drugs, and exercise the closest scrutiny in the examination of goods purchased to prevent admixture of inferior and exhausted drugs. Be able to perform analyses of urine intelligently for the physician, and equipped with the necessary knowledge of the pathological aspects ascertained to discuss to the physician's entire satisfaction the correct conditions existing; much money can be made in this manner.

I have in mind now one student who made this a special study last summer, having procured a microscope and other necessary apparatus. He has since established a wide clientele and made it sufficiently remunerative to pay all his college expenses. Prove to the physician that by exercising these various cares you are better equipped and able to compound his prescriptions than is your competitor. After all these things have been carefully looked after, can we not say that the general courtesy and demeanor shown toward patrons, both in and out of the store, plays a most important part in the success of the business? It is that omnipresent desire to please and satisfy wants of patrons in the courteous and kindly manner which makes friends of customers. He who has drunk deep at the great fountain of respect and kindness toward everybody has accumulated that which may well be regarded as the fundamental principle underlying a successful career.

Ergot, a Wonderful Drug.

In a paper read by Dr. Alfred T. Livingston, of Jamestown, N. Y., before the New York County Medical Association on March 16 an account was given of Some New and Unusual Therapeutic Applications of Ergot, in which remarkable claims were made for the efficacy of this drug in a wide range of conditions. The most important therapeutic property of ergot was said to be its power to restore equilibrium and tone to the circulation. It was the most effective agent in insomnia, and the sleep produced by it was more natural than that produced by any other drug. In the author's hands it cured a desperate case of morphine poisoning. It was found exceedingly useful in acute alcoholism, in asthma, hysteria, hysteroepilepsy and catalepsy. The ergot was administered hypodermically in all cases; the solution employed by him consisting of Squibb's extract of ergot 3i, dissolved in an ounce of sterilized distilled water, filtering and adding 2 minims of chloroform as a preservative.

In Dr. Livingston's hands the minimum effective dose for an adult was 15 minims. A syringeful of the solution measured about 25 minims. One syringeful would generally relieve a bad headache, but if relief were not obtained the dose would be repeated in half an hour. The largest quantity of the solution that he had given in the 24 hours was 10 ordinary syringefuls, or 30 grains of the solid extract, a syringeful of the solution representing 3 grains of the drug.

As to its use in alcoholism Dr. Alexander Lambert, the president of the association, said he had used it to relieve the intense tremor and dilapidation of alcoholics. He had used it extensively in this way and had yet to see the alcoholic patient, even in Bellevue Hospital, who had not been sobered up in 24 hours by the use of 15 minims of ergot every two hours.

The most remarkable testimony to the wonderfully curative effects of ergot in a host of diseases was made by the assembled members of the association.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

SELLING GOODS;

Some Points About the Salesman's Art with Suggestions Regarding the Treatment of Customers.

THE really good salesman devotes himself primarily to pleasing and satisfying his customers. Selling is a secondary consideration, but large sales follow good treatment of patrons as a matter of course and it builds up the best sort of trade; solid, substantial, a *clientele* not easily drawn away by rival establishments.

It is only of late that salesmanship has received much attention from retail druggists. Even now the demand for drug clerks who are good salesmen comes chiefly from the larger cities, where salaries that are 25 to 100 per cent. better than the average pay of drug clerks are offered for men who are good salesmen and business men as well as educated pharmacists.

The more a man knows about the goods he handles the more of them he can sell. Selling is not a matter of voluble talk, of argufying and "pestering" a customer into buying; it is mainly a matter of showing, explaining, recommending and discussing the goods to the prospective buyer.

Brushes of all kinds form a large part of the sundry stock of the drug store, yet how few drug clerks take the trouble to learn about brushes—the materials entering into their manufacture and the processes of the brush maker's art!

While most clerks could tell the difference between fiber, quill and bristle, distinguish between fox and olive woods and have a general idea of the difference in construction between a solid and veneer back, how few there are who are able to pick out a good brush without looking at the price or maker's name. How few know the difference between Russian, Chinese, German and other bristles, or are acquainted with the characteristics of the brushes as made in America, England, France, Germany and Japan. It is safe to say that fewer still know why lather brushes are "flagged," hair brushes "butted," and tooth brushes "cut," or who can see the good quality in the unsightly yellow bristles of a brush made from "Golden Okatka" bristle stock worth at wholesale \$7 or \$8 a pound, and the poor quality in the beautifully white bristles of a brush made from bleached and straightened German bristles worth less than \$1 a pound.

Know your goods, then, if you would be a good salesman. Good selling talk, like good advertising talk, consists of giving information about the goods. No man need fear that he cannot become a good salesman because he is not a "good talker." Every man can talk well and entertainingly about things that he is interested in and knows thoroughly. If one begins to study the articles in his stock of fancy goods and sundries, where they come from, how made and by whom, and the materials entering into their composition, one cannot help becoming immensely interested; things that now seem commonplace will take on a new aspect and commerce and manufactures acquire a new meaning.

The advertising of the house of John Wanamaker is often held up as an example of all that is best in retail advertising. The keynote of the Wanamaker advertising is INFORMATION—informative details about the goods advertised given in a pleasant, friendly, chatty sort of way. If it is Swiss embroideries, the advertisement tells something about St. Gall, the chief seat of Swiss embroidery manufacture, the wonderful looms upon which the intricate patterns are woven, the season at which the new patterns are put upon the market, of the cheaper imitations of the real Swiss work that are made in certain districts of Germany and how poorly they compare with the genuine article, of the manner in which the Wanamaker buyer was able to secure a large amount of goods at a price very much under the market, etc., etc.

That is the sort of talk that sells goods and pleases customers.

There is quite a difference between selling a customer just a "dollar and a half hair-brush," or a hair-brush that is "French made, solid satinwood back, golden Okatka bristle butts that will never break down or mat together—a brush that will last ten years with ordinary use," at \$1.50. Thus described the brush assumes a new interest to the customer, an enhanced value; he knows that it is a good brush and why it is so, and every time he uses it he will think kindly of the store at which he bought and the salesman from whom he purchased it.

A great many salesmen betray too great eagerness to sell, an attitude that in most cases is bound to react unfavorably; strong minded persons resenting the annoyance by refusing to buy, while if a sale is forced and a customer induced to take something that he or she did not want, they will avoid that store or salesman in the future.

The salesmanship that builds up permanent trade must be founded upon common-sense and common honesty. Customers should never be directly solicited to buy, nor be bored with too much attention. Sell them that which they came to buy, and, if possible, sell them a better quality than they intended buying, not by running down the poorer quality, but by explaining the good points of the better one. Endeavor to sell them other things by showing new and desirable goods. Be quick to show or explain the virtues of anything in which the customer seems interested.

The customer who, after making a purchase, wanders about the store glancing in the show cases and looking over the goods displayed, should always be allowed the fullest freedom in doing so. Rather than risk cutting short the inspection with an untimely offer of his services, or by following the customer about the store, it were the better policy for the salesman to sacrifice the present opportunity for making a possible sale to the future benefit that is certain to accrue from the customer's inspection of the stock. Even those coming in, not to buy, but "just to look around," should be made to feel that they are heartily welcome, that the freedom of the store is theirs and that they will not be followed about by a clerk anxious to make a sale.

The heart of the wise merchant rejoiceth over the looker. It is for this that he expends much gray matter and hard cash in catchy advertising: to get people into the store to look at his wares.

It is the salesman's duty to keep his stocks in order, the goods well arranged in the show cases and other display places in the store and to card and tag them with price and description. So far as possible fancy goods and sundries should have the retail price in plain figures attached to them in such a way as to be plainly visible to the customer. The benefits derived therefrom are manifold: it promotes sales, saves the salesman's time and minimizes the deterioration arising from much handling

"Card salesmen" placed upon each group of goods also greatly facilitate and reinforce the work of the salesman. As we have explained in previous articles, these consist of small cards with description, recommendation and prices of the goods written upon them. They may be made from blank visiting cards, 2 x 3 inches, or correspondence cards, 3 x 5 inches. They need not necessarily be finely lettered, but simply written with good black ink in the ordinary handwriting of the salesman. The points to bring out in composing these cards are: the purpose and manner of using—if the article is entirely novel; the reasons why it is better than other articles of the kind—if an improvement upon some already known article; the price and its relation to the quality of the article; a more or less technical description of the article, thus:

A \$1.50 Hair-Brush for \$1.00.

A "Special Job" that we picked up at two-thirds regular price. A first-class solid back brush with extra stiff pure bristles. Guaranteed perfect goods. Not seconds or culls.

Some salesmen will pull out half the contents of a show case and spend half an hour in selling a single article to a woman, while others will quietly show two or three articles, complete the sale in five minutes and send the customer away satisfied that she has the very best, or the best that she could buy at the price.

The first class are not good salesmen, they lose too much time, although apparently hard at work. They make too many false motions.

A lady comes in, says, "Combs, please," and the poor salesman rushes over to the comb case and proceeds to tear it to pieces in his haste to lay the entire stock of combs before the customer.

The clever salesman saves his own and the customer's time by first quietly ascertaining the sort of comb the customer has in mind: "Yes, this way, please. What sort of comb do you prefer?" The customer asks for a ladies' dressing comb, "a good strong one," to cost about 25 cents, and the salesman proceeds to show her two or three styles at that price. "Here is one of the best combs we have at that price, and here is the same style with all coarse teeth, they do not break so easily; here is a new style with handle." Reaching into the case, the salesman continues: "Here is a new comb, one of the best patterns yet produced; the price is 50 cents, but it will outlast three or four of the 25-cent combs," and the salesman goes on to speak of the good points of the article.

Four times out of six the customer will take the higher priced article. If, however, they balk at it, the salesman drops it at once and proceeds to sell the cheaper one.

Buddeized Milk.

We have received from Carl Petersson, Frans Suelsgatan, Malmo, Sweden, a pamphlet descriptive of the Buddeizing process for sterilizing and conserving milk, whereby milk may be kept fresh for any length of time, according to the claims of the inventor. The process consists of the addition of a certain percentage of hydrogen dioxide and subsequent sterilization. Mr. Budde, the inventor, has demonstrated, according to the pamphlet, that the enzymes in the milk, together with heat, which latter should not exceed 55 degrees C., nor be less than 48 degrees C., have the power to decompose hydric dioxide into water and oxygen, and that, at the generation of oxygen, microbes and spores are entirely destroyed. The value of Mr. Budde's process has, it is asserted, been demonstrated by careful bacteriological analysis.

What Is Bromangelon?

A foul spirit, from *βρῶμος*, a stench, and *ἄγγελος*, a messenger, angel, or spirit.

Photographic Chemicals.¹

BY C. F. TOWNSEND, F.C.S.

In the following list I have endeavored to include all the chemical reagents used in photography, giving their most important properties, method of preparation, where necessary, and the purposes for which they are employed in photographic practice. Where it is a substance likely to be well known to chemists and druggists I have not thought it necessary to give particulars as to its method of preparation or properties.

Acetic Acid.—The glacial form, which crystallizes at about 34 degrees F., contains 99 per cent. of acid and 1 per cent. of water. It is employed in the dilute form in wet plate developers to "restrain" the reducing power of the ferrous sulphate. It is used also for dissolving ferric hydrate from bromide papers after development with ferrous oxalate. It is sometimes employed in dry plate developers. The commercial "strong" acid is one-third of the strength of the glacial acid. Sulphurous and sulphuric acids are sometimes present as impurities; also hydrochloric acid, which can be detected with silver nitrate. The glacial acid will dissolve pyroxiline or gun cotton.

Galic Acid has sometimes been used as a developer, but its reducing action is comparatively slow.

Hydrochloric Acid is employed in the platinotype process for dissolving the iron out of the paper. For this purpose it is important that the acid itself should be free from any trace of iron.

Pyrogallol Acid (Pyrogallol) is not an acid in the ordinary sense of the term, being a 1:2:3 triphenol. As is the case with ordinary phenol (carbolic acid), however, it forms a compound with alkalies. A simple solution of pyrogallol acid oxidizes slowly in the air, but in the presence of an alkali the oxidation proceeds very rapidly, the solution darkening first to a yellowish red, then to a full red, and finally becoming almost black. In spite of the introduction of new developers, such as hydroquinone, metol, amidol, etc., pyrogallol acid is still the most used for developing dry plates. It should be noted that excess of pyrogallol acid, in proportion to the alkali, acts as a restrainer. Pyrogallol acid is obtained by the sublimation of gallic acid.

Sulphuric Acid is used in the dilute state for dissolving iron out of bromide papers after development with ferrous oxalate. The pure acid should always be employed.

Citric Acid is an occasional constituent of developers, where it acts as a restraint upon the reduction of the silver.

Acetone.—A condensation product from acetic acid having the formula $\text{CH}_3\text{CO}\cdot\text{CH}_3$ (acetic acid being CH_3COOH). Mixes in all proportions with alcohol and water. Its use instead of alkali in dry plate development has been suggested by Lumiere and Seyewetz. The following is the formula suggested for pyrogallol acid:

Pyrogallol acid.....	9 grains.
Water	1 oz.
Sodium sulphite (crystals).....	56 grains.
Acetone	12 minims.

Acetone dissolves pyroxilin very readily, and can be used with excellent results for the repair of celluloid articles.

Alum.—Common alum and chrome alum are employed in photography—the former to prevent a plate frilling, i.e., the gelatin leaving the glass round the edges of the plate. Chrome alum is used as a constituent of dry plate emulsions. The object again is to prevent frilling, and where plates are intended for export a much larger quantity is introduced. It is often advisable to give gelatino chloride or printing papers an alum bath in hot weather to prevent the gelatin softening.

Alizarin.—Alizarin is the coloring matter of madder, now prepared artificially from anthraquinone, which is itself obtained from anthracene—one of the products of the distillation of coal. A lake formed from it is used as a coloring matter in the carbon process. Alizarin blue is employed sometimes as a color sensitizer for the red rays in making isochromatic plates. Its formula is $\text{C}_{15}\text{H}_8\text{NO}_4$, alizarin being $\text{C}_{15}\text{H}_8\text{O}_4$.

Amidol is diamido-phenol— $\text{C}_6\text{H}_3(\text{NH}_2)_2\text{OH}$, that is to say, pyrogallol acid with two of the OH's replaced by NH_2 , thus—

Pyrogallol Acid.	Diamido-phenol.
$\text{C}_6\text{H}_3 \begin{cases} \text{OH} \\ \text{OH} \\ \text{OH} \end{cases}$	$\text{C}_6\text{H}_3 \begin{cases} \text{NH}_2 \\ \text{NH}_2 \\ \text{OH} \end{cases}$

It is used for developing dry plates and possesses the peculiarity that it does not require the presence of an alkali. It is a crystalline white powder, which dissolves readily in water, but keeps badly in solution. Bromides do not seem to possess much restraining action with this developer, and sulphite acts as an accelerator. With amidol the image comes up very quickly, and care must be taken to leave the plate in the developer long enough to acquire sufficient density.

(To be continued.)

¹ Pharmaceutical Journal.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Patent, Trade-Mark or Copyright?—C. writes: "State in your journal the best method, cost, etc., of having a preparation patented. Also what it should cost to determine whether or not the preparation can be patented."

Assuming that it is a patent and not a trade-mark registration or copyright which it is desired to take out, our correspondent is advised to place his case in the hands of a competent attorney who is familiar with the presentation and prosecution of applications for patent. The Patent Office will not respond to inquiries as to the patentability of any particular article or preparation, and the inventor is left to himself to judge of the propriety of making an application for patent. Mere mixtures of medicinal substances are not susceptible of patent protection.

We trust our correspondent is not confusing patent rights with trade-mark registration or copyright. Application for the registration of a trade-mark should be addressed to the Commissioner of Patents, Washington, D. C. There are a number of formalities to be observed, and it will be best to write to the Commissioner for a copy of the Rules of Practice before proceeding further in the matter. The fee on filing each original application for a patent is \$15, and an additional \$20 is charged on the issue of the patent, while small additional fees are charged for copies, recording, etc.

The fee for the registration of a trade-mark in the Patent Office is \$25. A simple print or label may be registered in the Patent Office in the same way as a trade-mark, and the fee for this form of registration is \$6. A certificate so granted continues in force for 28 years.

Sheep Dip and Insecticide.—C. J. V. writes: "Would you please be good enough to give, under Queries and Answers, a good formula for a disinfectant sheep dip which might also be used as an insecticide for other animals and for plants? There is a preparation called zenoleum which about answers the requirements. It is a dark colored coal tar product of some kind which smells like crude carbolic acid or creosote, and when added to water turns milky white. If you can furnish a good formula or state what preparation of coal tar to use for the purpose, you will greatly oblige a constant reader."

A solution of the kind desired may be prepared by combining crude carbolic acid (which is the name under which cresylic acid goes) with an alcoholic solution of soda soap in definite proportions. For the preparation of the soap solution, M. I. Wilbert has proposed the following in the AMERICAN DRUGGIST for November 10, page 298:

Cottonseed oil	300
Caustic soda	45
Water	350
Alcohol	250

A soap is made of the above by treating the oil with the soda, which had been previously dissolved in a sufficient amount of water, and adding the remainder of the water and alcohol.

A mixture of equal parts of this alcoholic soap solution and of crude carbolic acid will give a clear reddish brown liquid, slightly alkaline in reaction and having about the same consistency as syrup. It mixes readily

in all proportions with water, and is non-caustic to the skin even when applied in strong solutions. It is less than one-fourth the price of pure carbolic acid, and has a high efficiency as a disinfectant. Its solution in water is slightly milky in appearance, being a yellowish brown.

Prof. W. L. Scoville makes a similar preparation after the following formula:

Crude carbolic acid.....	Gm. 625
Colophony resin.....	Gm. 125
Caustic potash.....	Gm. 18
Water to make	Gm. 1000

Place the cresylic acid in a suitable dish, add the resin, and heat until the latter is melted and dissolved. Dissolve the potassa in about 80 Cc. of water, add to the mixture, and boil until the resin is completely saponified, as shown by the liquid becoming clear and homogeneous. Cool and add enough water to make 1,000 Gm.

The amount of potassa here directed is based upon a strength of 85 per cent., which is an average strength of commercial potassa. The official standard of 90 per cent. is seldom obtained, but 85 per cent. is a fair average. If saponification is not complete after 30 minutes' boiling, a little more potassa may be added, but a large excess is objectionable. Crude carbolic acid can be obtained in barrel lots at about 50 cents per gallon. When fresh it is of a yellowish red color, but it turns dark on exposure and becomes almost black.

College Ices, Ice Cream Soda and Egg Phosphate.—A. R. asks us to describe the best manner of preparing or dispensing college ices, ice cream soda and egg phosphate at the soda fountain. He says he has several books on "soda," but can get nothing satisfactory out of them on the subjects named.

In Eberle's Soda Water Formulary, college ice, also known as fruited cream and Sundæ, is dismissed very briefly. It consists as a rule of a measured portion of ice cream, formed into a pyramid or cone shape, served in a flare champagne glass with a portion of crushed fruit. Eberle's directions are as follows:

Into a flare champagne glass turn a cone shaped measure of the cream. Over this pour $\frac{1}{2}$ ounce of crushed fruit from bowl on counter, of any flavor called for by the customer who eats the cream, mixing it with the fruit as he proceeds, with delicious results. Chocolate syrup over ice cream is also a favorite. This enables you to serve any flavor ice cream called for at your fountain, and only carry one kind of stock, preferably vanilla.

Egg Phosphate is most conveniently made from an egg phosphate syrup, the following being an acceptable formula:

Lemon syrup	8 oz.
Orange syrup	8 oz.
Eggs	8
Solution of acid phosphate.....	2 oz.

The eggs should be thoroughly beaten up with the syrups by means of an egg beater, and the solution of acid phosphate added afterward. Only sufficient of the mixture for the day's use should be made. In serving pour $1\frac{1}{2}$ to 2 fluid ounces into a 12-ounce glass, and add the coarse and fine streams of carbonated water till the foam tops the surface, then finally sprinkle with nutmeg.

Ice Cream Soda.—As to the preparation and dispensing of ice cream soda, this does not call for the exercise of any particular skill or knowledge. The essential requirement is a good ice cream made from milk, eggs and sugar, with the desired flavoring. About two tablespoonfuls of ice cream are incorporated in a 12-ounce glass, with 1 ounce or 2 ounces of any desired syrup, such as vanilla, raspberry, strawberry or chocolate, and mixed with carbonated water drawn in a fine stream. It is served with a spoon, the ice cream being only lightly stirred and not sufficiently to break it up.

The Spatula Soda Water Guide contains some excellent formulas for ice cream for soda fountain use. One of the greatest mistakes made in the making of ice cream, according to this authority, is that of cooking the cream or milk, whichever may be used; but a great many experienced ice cream makers will be found to dissent from this opinion. Some of the finest creams produced are made by bringing the mixture of cream, milk and sugar just to the boiling point and incorporating the eggs after the hot milk has been withdrawn from the fire. The egg mixture must, of course, be thoroughly well beaten and thinned with a portion of cold milk or cream before adding it to the hot liquid. The following formula is accorded first place in the Guide:

Pure cream	6 quarts.
Eggs	6
Sugar	1½ pounds.
Vanilla (extract).....	6 dra.
Milk	1 pint.

Beat the eggs thoroughly and add the milk; in this dissolve the sugar. Pour into freezer and add the cream, the best quality to get good results. Stir until well mixed and then pack the freezer. When about half frozen the vanilla should be added.

An alternative formula, providing for the use of starch as a thickener, reads as follows:

Fresh milk.....	2 gals.
Eggs	10
Corn starch.....	4 tablespoonfuls.
Granulated sugar.....	4 lbs.
Vanilla extract.....	7 oz.

Mix the eggs and sugar thoroughly and add to the cold milk. Then apply heat until the milk begins to simmer just enough to cook the eggs; then cool and freeze. [The starch is presumably incorporated with the cold milk before adding the eggs and sugar, and the heat is applied as much to cook the starch as the sugar. We should prefer to heat the milk before adding the eggs and sugar].

Cargile Membrane.—According to Dr. H. P. Mosher (*Bost. Med. Surg. Jour.*, CXLVIII, 9) within the last two years an animal membrane made from the peritoneum of the ox has been coming into use in surgical work for the purpose of preventing adhesions. It is called, after the name of the inventor, Cargile membrane. The originator's name for it, "animal vellum," describes it well. It looks much like gold beater's foil, and comes sterilized in a double envelope. Experimentation has shown that when it is applied to the raw surface of the bowel it adheres without any supporting stitches, and forms an artificial peritoneum. Further, it has been demonstrated by killing animals which have been previously operated on that it is successful in preventing adhesions. Another use for it in abdominal work is to pack it about gauze drainage and on the edges of the incision where this is left open.

Correspondence.

A Pharmacist Says Pharmacists Are Eccentric.

To the Editor:

SIR,—A close observer does not need to be very old or very much traveled to notice that the tendency of pharmacists is to grow eccentric. As a class they are frequently charged with being narrow, bigoted, suspicious, pessimistic, small, penurious, etc. There may be and no doubt are many reasons for these conditions, and yet it is the opposite from what it should be. In many cases the fault lies right at home. From a personal experience I realize that they do not get out enough, are not privileged to breathe pure air and admire the works of nature.

The disappointments and annoyances of business are often forgotten by a walk through the woods, or park, a romp over the hills, a few hours with dog and gun or hook and line, a ride on a bike, a sail on the lake or bay, a drive into the country, or even by mixing with the crowd, where one often loses his identity by adding another to the struggling mass who are foolishly eager to see some particular thing or hear some peculiarly imaginative person disclose his views on some passing theme. Yes, I fear some of our critics nearly hit the nail on the head when they accuse us of being "the limit" to try to do business with.

Sour, sore, dyspeptic, disgusted, discouraged and blue, that is the condition of some of us, no doubt. There is Mr. Doe as an example. He made money years ago, but now he has stronger competition, and instead of exerting himself to meet it, he sits down, "pouts," sulks and kicks. He is touchy on everything and everybody.

The State Association is no good in his mind and never was. It don't do anything for him. He never joined it, never paid a cent toward it and of course never attended a meeting, and don't know or care what has been or is to be done. He takes one drug journal and reads in a perfunctory way how legislative bills have been killed, how bad measures have been side tracked, new laws passed for his protection, etc. The pharmacy law is a subject that, when mentioned, only makes him shrug his shoulders and claim that the law is being violated every day right across the street, while he has lived up to it (especially since he was nipped for non-compliance). He cuts prices, because his neighbors do; he used to belong to the local association, but dropped out; he has heard there is an N. A. R. D. He knows who is President and who is Mayor, but seldom votes at any election; never goes to church or theater, is jealous of his competitors, doesn't know that Vinegar Bitters are not advertised any more; never has visited his married daughter, and has not been out of town since he went back home when his mother was buried; never closes his store on public days—not even during the funeral services of his next door neighbor. With such ideas of existence what can you expect of such a man?

Did he but keep posted by taking three or four good drug journals, be bright and cheerful (largely habit), get out frequently, attend the meetings of his local association, be a contributor to and generally an attendant at the annual meetings of the State Association, drop into other pharmacies, keep his eyes and his mind open, be civil, be friendly, be fair to drug travelers, keep turning over new leaves, what a different man he would be.

Take the Utica meeting, for instance. How many will be present to indorse the action of its Legislative Committee and others? How many will send in their applications for membership as a mark of appreciation of what it has done during this and other years? How many will complain because the new excise law allows

him to sell only a pint, instead of more (when it was all that could possibly be procured and more than was finally hoped for)? What proportion of our pharmacists understand the Simpson and Dowling bills, and why they were, or were not, killed? Does he ever wonder where the money comes from with which to fight such measures? No, he don't know or care. His business is to kick and he works at it from morning until bed time.

When will it be different; can our fraternity ever be educated? Will they ever realize that theirs is a semi-profession and that in unity is strength and force and success? Where and what is the end?

Talk about the "mills of the gods" grinding slow and fine, but "legislative mills" grind just as fine and very much faster. Sometimes there is no time for a man to suck his finger; he must be up and at it. I am not one who believes that the pharmacists are entirely lost; they, or most of 'em, have pride and public spirit—more so nowadays than ever, and while the process is slow the evolution is sure and promising. Let us keep up the good work with the hope that ere long the 12,000 licensed pharmacists of New York State will awake from their lethargic snooze and come to the rescue like a great army, join their local and State organizations, and then, and not until then, will there be education, development and progression.

With this new condition of things who will deny that pharmacy will not have fair sailing and the business be remuneratively satisfactory and professionally agreeable?

JUDSON B. TODD.

ITHACA, N. Y., May 2, 1903.

What the Laity Thinks of Pharmacognosy.

"Dr. J. O. Schlotterbach," says Edgar Saltus in the *New York Journal*, "professor of pharmacognosy in the University of Michigan, is reported to have discovered several new poisons. We have no doubt that the report is correct. Besides, the job ought not to be difficult. Merely on reading the report we also have discovered a new one. It is pharmacognosy."

"Pharmacognosy is a word of which the toxic properties are obvious even to ignoramuses like ourselves. There is a law which inhibits the sale of certain drugs. There should be another forbidding the use of terms such as that. Yes, indeed. Even otherwise the utility of Dr. Schlotterbach's discoveries are not entirely clear. If we may believe everything we hear, and, writing as we do, that is not altogether easy, there is poison in pretty nearly everything you can think of."

"According to the cerealists, there is poison in coffee. According to the vegetarians, there is poison in meat. According to oculists, there is poison in jewels. According to cranks, there is poison in kisses. According to bacteriologists, there is septicæmia in ink. According to newspapers, there is typhoid in salad. Now comes Dr. Schlotterbach with a fresh batch of frights."

"We do not propose to let them harm us. Pharmacognosy is certainly fearsome, but there are things that are worse. There is, for instance, Scheele's acid. One whiff of it, and you are gone in a jiffy. Then there is ujibiji, a minim of which will set you insane. More insidious still is a preparation of cantarella. The action is slow, but sure. The patient becomes toothless, bald, desiccated, and expires after an agony relentless and prolonged."

"These things are picturesque but impracticable. Scheele's acid is not an article of commerce. Ujibiji has never been imported from the plateau in Central Africa where it is found. The proper preparation of cantarella is a secret which only the Borgias knew, and which expired with them."

"Yet in place of these drugs there are corrosives quite as coercive. Catalogued as libel and slander, they are warranted to do more harm in less time than any microbe, however agile, or almost any poison that pharmacognosy can show."

A patent has been granted to Forrest F. Feldler, of Erie, Pa., on a medicated ring shaped suppository formed of material having a melting point below the temperature of the body, and which shapes itself to the uterus. The medicating substance and base are freed by the heat and action of the body.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

THE GENTLE ART OF BLACKMAIL.

THERE are few merchants, especially among those in the smaller cities, who are not continually held up by being asked to pay a few dollars for an ad in some local programme, lodge, society or church announcement, or some other medium of no possible value. The request commonly comes from customers who in their ignorance of advertising do not realize they are asking their merchant to give up money for nothing, and it is therefore difficult to decline without giving offense. As a rule it is felt wiser to tamely submit rather than to risk incurring ill will. In the course of a year the victims of this innocent form of blackmail are separated from a goodly sum which, if devoted to legitimate advertising, would yield a profit.

The best way to handle these cases where it is not advisable to refuse is to compromise the matter in the following manner and thus save part of the money.

Tell these people you have a regular advertising appropriation which is entirely consumed by your regular methods of advertising, and that having placed the limit as high as the business will permit, you are very sorry, etc. Then when you have them feeling that they are to be refused, tell them that in this instance, while you cannot take an ad, you feel that you ought to do a little something for the cause, and that you will donate (about one-fourth the cost of the ad) to their general fund and thus leave them space to sell to some one else.

This is apt to send them out feeling as well satisfied as though they had roped you in for the full amount.

CRITICISM AND COMMENT.

Evidence of the world-wide interest in advertising and of the extensive character of the *AMERICAN DRUGGIST's* circulation is seen by the material that comes to this department. Within the last few weeks communications have come from Belgium, the Transvaal, Guatemala, Honduras, San Domingo, Mexico, England and Australia.

While American drug advertising is still in the formative stage it easily leads the world in breadth, variety and in grasp of advertising principles. Most of the material that comes from abroad is of the old style, formal announcement order, except where it has obviously been modeled after American patterns. The interest shown is, however, indicative of a general awakening, which will doubtless lead to some interesting developments in the next few years.

FROM MEXICO.

Señor Francisco Bustillos, City of Mexico, submits the following announcement, which is typical of those received from Latin-American localities. Such announcements are entirely suitable and adequate in many instances as a preliminary circular, but they leave the impression that they are somewhat final in character.

Here, as everywhere else the world over, such an announcement should be but a prelude to a systematic campaign.

This circular will create a very favorable impression and thus pave the way for later effort.

Dear Sir:

MEXICO, March, 1908.

I take pleasure in advising you that the 9th day of this month I have opened an establishment of pharmacy called

FARMACIA NACIONAL,

situated in the new and modern edifice on the corner of Vergara y Olinco de Mayo Streets.

In this establishment, which is equipped at a great deal of expense with the most modern apparatus in this line, will be found a special department for the filling of prescriptions, and which apartment is under the constant attendance and vigilance of two professors of pharmacy. I offer to prepare serum and injections, etc., perfectly sterilized and antiseptic.

In the perfumery branch will be found a complete and varied assortment of the best quality of perfumes made in Europe and the United States, as well as toilet articles.

Soda water of exquisite flavor is dispensed by an intelligent young lady.

The assortment of patent medicines is complete.

Trusting to be favored with your orders, which will receive my best attention, I take pleasure in signing myself,

Yours very truly,

FRANCISCO BUSTILLOS.

LEARNING AD WRITING.

EDITOR BUSINESS BUILDING:

I am much interested in advertising and have been watching your department in the AMERICAN DRUGGIST. Am thinking of taking a correspondence course. Can I get enough out of it to repay me? I have an ordinary education and no particular talent in this direction that I know of. If it would be valuable in writing our own ads it would be something. What is your opinion of a course in advertising by mail. C. B.

NEW BRITAIN, CONN.

You can learn advertising by mail just to the extent you can learn pharmacy by the same method, and I think this statement of the matter embodies about all the information that can be given. With natural talent in this direction, or a strong liking for the work, a course by mail can provide you with some general principles which will be valuable to you in proportion as they are combined with practical experience. We learn to do things by doing them—that is the only way to rightly learn.

Whether such a course would be valuable is to be determined by your ability and bent; this can probably be decided by getting candid opinions from some of those who know you personally.

YANKEE AD IN QUEENSLAND.

In a batch of advertising received from J. Wilkinson, Toowoomba, Queensland, I find the following Yankee tramp ad. I may be mistaken, but I think this originated a few years ago in the breezy West, from whence it has apparently followed the sun around the world.

SHEEP SHEARING EXTRAORDINARY.

An enterprising Yankee has invented a new method of sheep shearing. He inoculates the sheep with a germ that makes them cough in any given direction, and with sufficient force to throw the wool off, one strand at a time. The sheep are taught to cough the different quantities of wool into particular receptacles attached to an endless belt that feeds the looms which are driven by the atmospheric disturbances caused by the coughing of the sheep. After the sheep has coughed all its wool off it is given a bottle of Wilkinson's Electric Aniseed Cough and Cold Cure, price 1s. and 1s. 6d., to stop the cough, and a bottle of Wilkinson's Bay Rum and Bitter Apple, price 2s., to start the wool growing again. These and many other equally valuable remedies are obtainable from Wilkinson, chemist, opposite St. Luke's Church. If this strains your imagination or makes your head ache, you can get a bottle of Reynolds' Instantaneous Headache Cure for 1s. at the same time and place, and please do not forget this—you can get everything at a reasonable price—not one thing alone but everything.

RIGHT SORT OF BOOKLET.

Horace P. Hayes, Buffalo, sends an attractive booklet having the title, "Our Store."

The booklet consists of 12 pages and cover, some separate departments being treated on each page.

The matter in this booklet is unusually good; a couple of pages are reproduced.

As It Looks to Us.

Everything comes to him who waits—providing he works while he is waiting. The value of a man's services to himself is measured by their value to some one else—just so with a business; it must be profitable to its patrons before it becomes so to its proprietor.

When we started our store some 18 years ago, people in these parts did much of their trading in uptown drug stores. They don't do it now. We make it profitable for them not to, and we shall continue to do so.

We are ever on the alert; we aim to keep up the high standard of our store in every respect, and we offer our patrons every facility and advantage that capital and experience can bring together. Ours is distinctively a later-day pharmacy, with later-day methods of doing business.

Smaller per cent. of profits and larger volume of business benefits both the buyer and seller.

Patent Remedies.

The disposition of a great many druggists to make too persistent efforts to sell their own preparations when some particular remedy has been asked for, is legion. Our policy of doing business partakes of no such tactics. While, when requested, we give advice, and try to do so conscientiously, according to the facts as we see them, we never intrude upon the good graces of our patrons by endeavoring to sell one remedy in preference to another, solely because it happens to be prepared by ourselves.

We carry a full line of Patent Medicines and sell them as cheaply as they can be bought anywhere in the city, and you may depend upon it that you will get what you ask for, and this without being importuned to purchase something of "our own make."

The Origin of Soda Water.

The London Daily Telegraph in a recent issue notes the sale of a bottle of soda water recovered from the wreck of the "Royal George." The relic is said to be well authenticated, and, as the "Royal George" was sunk on August 29, 1782, it is over 120 years old. Some two-thirds of the contents, originally about ½ pint, remain, the cork being still retained by wire partially displaced. Chemical changes corresponding to those produced by ullage in wine presumably account for a thin internal incrustation or discoloration of salts. The bottle, of the familiar soda water shape, incapable of standing up, is of green glass, but in capacity and also as to size of neck there are marked differences between the bottle of the eighteenth and the bottle of the twentieth centuries. No clue to the name of the maker of the soda water is given.

Some light upon the evolution of artificial mineral waters has been thrown by William Kirkby, lecturer on pharmacognosy at the Owens College, Manchester. This investigator remarks: "The question of the origin of soda water has from time to time received considerable attention. It would be a matter of some difficulty to ascertain with certainty who was the first to use the name, but the evidence of contemporary records clearly points to Richard Bewley, of Great Massingham, who introduced his mephitic julep in 1767, as the one to whom is due the credit of first conceiving the idea of aerating a solution of soda with carbonic acid gas. The earliest mention of soda water appears about 1798, in which year Carallo refers to it as 'acidulous soda water, as it is commonly called,' and to 'the soda water which is now prepared and sold in London by a Mr. Schweppe contains an incomparably greater preparation of carbonic acid gas.' From the forthcoming testimony it may be safely concluded that soda water was invented in 1767, and it received its present name before 1798."

Soda seems to have preceded all other aerated waters, but seltzer was in existence in 1798, for a receipted billhead is still preserved, dated "London, September 3, 1798. Mr. Yarwood dr. to J. Schweppe & Co., 11 Margaret street, Cavendish Square, for one dozen half-pint seltzer. 4s." In 1802 Paul, of Geneva, who had associated himself with Gosse, a pharmacist, and Schweppe, in 1790, was making seltzer, spa, gaseous alkaline water, seidlitz, oxygenated water, hydrogenated water, Vichy water, Bassans, Vals, Contrexeville, Balarne, Plombières, and Barèges waters. In each case the salts were put into the bottles, and the carbonated water was added afterward. Geneva was at this period exporting 40,000 to 80,000 bottles. There are no contemporary records stating the method of aeration used by Paul. Ginger beer was once put up in bottles similar in form to the soda water pattern, but of stone, not glass. A glass soda water bottle closely resembling the "Royal George" specimen was dug up on the Crimean battle field, showing that no alteration in the model had taken place for 73 years. Bottles more than 80 years old are still kept, but the "Royal George" souvenir is a veteran beside them.

Opportunities for Export Trade.

PROSPECTS FOR AMERICAN GOODS IN SOUTH AFRICA.

BY A SOUTH AFRICAN CORRESPONDENT.

INQUIRIES are frequently made regarding the best methods to be adopted by American exporters in opening up trade with Cape Colony. This being an English colony, British lines are more favored than those of other countries, first, because they are mostly what the native merchants of Cape Town and other centers of trade have been taught to use; and, second, because the result of advertisements in English journals and papers is reflected throughout the Colony.

Business will not be developed as a result of correspondence, and the only way for the leaders in the American drug trade to get a share of the business is to send representatives to see the land and study the situation for themselves. With regard to the possibility of opening up a trade in crude and manufactured drugs and chemicals of American origin or man-

pattern, American houses have all the business, but mounts are generally obtained from Germany and sundries from England. In optical goods France and Germany have the bulk of the trade, many so-called English supplies also coming from these sources.

There is no doubt that the trade of the Colony with the United States is on the increase, but to obtain more of the trade American exporters will require to manufacture goods to the pattern approved here, or to actually canvass the trade and introduce their lines on the merits of the same. As a good portion of the trade of the Colony goes to the London agents of American firms, all of the actual business done by American firms does not appear on the surface. Already a number of strong American houses, like Parke, Davis & Co., Stearns & Co., Johnson & Johnson and Seabury & Johnson are doing a considerable business in the Colony, and although American houses are, generally speaking, higher in price than their rivals, they are securing for themselves a position of high standing, owing to their greater reliability of quality.



Wholesale and Retail Drug Establishment of P. Peniche y Hno, Mérida, Mexico.

ufacture, the outlook is not particularly bright, seeing that the American price-lists which circulate in the Colony show no advantage, and in most cases quote higher prices than lines from England and Germany. The get up of the lines of American druggists' sundries is somewhat different from that in vogue in England, and although American sundries are excellent they are higher in price than those of their English rivals. In some directions, however, such as enemas and syringes, the demand for American goods is increasing. In glassware the American houses cannot compete for the cheap trade, but for high-class work they cannot be beaten for style and quality.

Well advertised lines of proprietary goods of good quality will sell freely in South Africa. American fancy soaps do not meet the popular taste as a great many are scented with oil of wintergreen (?), and are harder, probably due to compression, than those approved of in the Colony. The principal trade in perfumery and cosmetics is done in English standard lines, and the best French perfumes and toilet articles. For the cheap supplies the trade goes to Germany. If American manufacturers would alter their prices and quality to suit the popular demand, a large trade could undoubtedly be built up.

In photographic goods, particularly in articles of the kodak

A Mexican Drug House.

The establishment of P. Peniche & Hno., in the city of Mérida, State of Yucatan, Republic of Mexico, is one of the most prominent wholesale and retail drug houses in the State. The accompanying illustration shows the building to be one of the regulation type of South American business establishments, it being low and commodious. There are ten drug stores in the city of Mérida, and the building occupied by P. Peniche & Hno. is, of course, the most typical. It will be noticed from the advertising displayed on the blank wall surfaces that several of our well known American firms are alive to the advantages of pushing trade in the Republic of Mexico. The Peniche Bros., who conduct the business, are Yankees in enterprise, being hard workers, intelligent and enterprising, and although not long started they have achieved great success.

Mérida is the capital of the State of Yucatan, and has a population of about 50,000. It is an industrial center, and the population are supported mainly through factory work, though other industries are carried on. The refining of chicle and the manufacture of chewing gum are among the most important industries of the place.

INTRODUCING AMERICAN GOODS INTO SCOTLAND.

IN a letter to the Philadelphia Museum, Consul Rufus Fleming, of Edinburgh, gives the following information:

COMMERCIAL TRAVELERS.

The question of chief importance to our manufacturers is how to introduce or extend the sale of a special article or special line of articles—whether to place it wholly in the hands of local agents or to send men to work up trade. The difference between American and Scottish business methods is a matter of common knowledge to all our exporters; it is a difference of temperament and of customs. We are in the habit of "pushing trade," and are not satisfied with slow returns. If I were asked whether, in my opinion, an American is a better seller of American goods in Scotland than a Scotsman, I should answer in the affirmative, but with the qualification that the American salesman must have the tact to adapt himself rigidly to the business ways and social customs of the country. Enterprise counts, if wisely directed, and if there is back of it a good-humored patience and a thorough respect for the ideas and methods of the commercial community in Scotland. The foreign salesman who becomes a critic is a failure. He can sell nothing. I had a talk on this subject recently with an American agent of an American manufacturing concern who has had more than a year's experience in England and Scotland, and, I may add, has been very successful during the past six months. He said:

My company entered this field about two years ago, establishing a general agency in London with an American in charge, and sending across a dozen salesmen, some of whom had done excellent work in our country as commercial travelers. Only three of these men were here at the end of a year. Nine had not earned their salt, and were recalled. The trouble was with the men—not with the machine which they were introducing. None of us had been in Great Britain before and we knew little about business customs on this side, and less in regard to the characteristics of the people. During the first three months, I frankly confess, I pursued a foolish course. I had adopted the wrong attitude at the start in assuming that I knew better than the merchants and shopkeepers what were their requirements and how to conduct their businesses. Finally it dawned upon me that I was not here to change the commercial methods but to sell machines, and that the only way to do business was to accept conditions as they were and to get into harmony with them. From that day I have been successful. All my early ideas about business men and methods in Scotland have undergone a radical change. Not only the wholesale merchants but also the shopkeepers are, as a rule, remarkably clear-headed men, with a perfect knowledge of their own affairs and interests: always ready to spend money in order to make money, and each relying absolutely upon his own judgment as to the merits of any article brought to his attention.

Within the limitations which I have indicated, the enterprise of American commercial travelers or agents and of those of the Continent, notably Germans and Russians, is effective. I need not go into details as to what methods are specially useful. They are the methods common in our country. For example, the American agent of a computing scale company began business in a Scotch city by going to all the principal grocers and butchers, making a purchase at each shop, taking a memorandum in each instance of the weight and cost. Afterward, when he invited them to come to his place of business and see the computing scale, the agent was able to show each exactly what he had lost in that small transaction. All legitimate plans of selling machines or goods can be as effectively applied here as in America or elsewhere by one who fully understands the national or racial temperament.

LABOR-SAVING MACHINERY.

American manufacturers are aware of the hostility of British workmen to labor-saving machinery. Some of our makers of machinery have had experience of this antagonism in British shops to any new devices for increasing the output without increasing the labor cost, and they have learned to expect that their machines sold in England or Scotland must at first undergo a severe test at the hands of unfriendly operators. I have in mind the case of a Scotch sawmiller who purchased in America an improved device for one branch of his business, which was guaranteed to do one-third more work than the apparatus he had long been using, without any additional labor cost. For some weeks after the machine was installed there was no greater output. He questioned his workmen and watched them, but could discover no delinquency on their part. Confident, however, that they were not giving the machine a fair trial—he had seen it operate in America and knew what it would do under favorable conditions—he resolved to get at the difficulty, and, giving the men a holiday one Saturday, he went to the mill with his superintendent, and they operated the machine with far better results than had been obtained by the workmen—in a word, it did exactly what the makers had said it would do. On Monday morning the sawmiller told his men that if they wished to continue in his employ they

must turn out a certain amount of work per hour with the new machine. He had no reason thereafter to find fault with either the machine or the men. This incident is one of many that might be related, showing that our manufacturers of labor-saving apparatuses must always have in view, when selling to new customers on this side, the probability that their machines will not receive friendly or fair treatment from workmen at the start.

NOTES.

On the general subject of the development of our trade here. I present a few observations, which are intended as suggestions:

1. Scotsmen have a decided preference for British-made goods, if equal in quality and not markedly higher in prices than foreign competing articles. To sell foreign competing goods in Scotland, it is necessary, as a rule, to offer a superior grade at the prevailing prices, or standard goods at prices below the quotations for the home articles. American goods are preferred to any other foreign products.
2. In the case of a novelty or non-competing article, or of a competing article greatly superior, price is a secondary consideration with the average Scotsman. If he wants it he will buy it, provided the price is within reason.
3. In offering machinery of any kind here, it is a mistake to make extravagant claims as to what it will do. A moderate statement of its advantages is far more likely to lead to a sale.
4. Merchants and manufacturers wish to deal with a duly commissioned and responsible representative of the firm or company seeking to do business with them—an agent authorized to make a definite and binding contract.
5. In almost all lines of trade, c. i. f. quotations are required.
6. In every pound of promise a Scotsman expects to find sixteen ounces of performance.

AMERICAN AGENCIES IN SYRIA.

By G. BIE RAVNDAL.

U. S. Consul.

IN a report to the State Department, made public last month, G. Bie Ravndal, United States Consul at Beirut (who will be recalled as the author of an interesting article on "Export Opportunities at Beirut," printed in the AMERICAN DRUGGIST for March 14), discusses the organization and development of Syrian trade with the United States. He says:

In order to promote United States trade with Syria and Palestine, I have for several years past worked for the establishment of agencies in the principal commercial centers which would more or less exclusively devote themselves to trade with the United States, both in exports and imports. Each of these agencies should have sample rooms containing specimens of American manufactures and be the recognized headquarters for commercial transactions with our country. It seems the plan is gradually succeeding, and that Syrian trade with the United States will before long be fairly well organized.

In Beirut, H. Sabbag et Fils are doing business with the United States almost exclusively. They export wool, licorice root, bitumen, rugs, etc., and import agricultural machinery, besides representing a large export house in New York City, which in turn acts for a number of American manufacturers in various lines.

In Haifa, the American Exchange Company was organized a year ago for business with the United States. Haifa commands the trade of Galilee, besides the plains of Esdraelon and Upper Sharon. It is the seat of a colony of foreigners, including some 17 American families, who teach the natives modern methods in agriculture.

In Damascus, Meshaka & Nachman have during the past winter formed a commercial agency "with the object of furthering American commerce" in that region. An extensive trade is carried on with the Bedouin tribes, who pasture their flocks for hundreds of miles around. The Damascus-Mecca Railway has now reached a point due east of the Dead Sea, and has thus opened up the Hauran district, the granary of Syria, for agricultural machines and implements and other products of civilization. Last autumn the Beirut-Damascus Railroad Company completed a standard-gauge feeder to Homs and Hamath. In the Bekaa Plain (Coele-Syria), as well as in the Hauran and other parts of Syria and Palestine, agriculture is in an extremely backward state. Large tracts of land of great fertility lie waste and depopulated, though showing traces of former prosperity and teeming population. Irrigation and railroads will prove strong factors in the redemption of these regions.

Besides the agencies at Beirut, Haifa and Damascus, Tripoli is expected soon to have an American agency of its own. I

know of nobody in Tripoli more interested in United States goods than John Hakim. In Cyprus the same applies to the house of P. J. Louisides & Co. The promoters of the agencies mentioned are connected in an honorary capacity with the United States consular establishments in the respective places. Michel Nassar, representing H. Sabbag et Fils; T. S. Boutagy, general manager of the American Exchange Company; and M. Meshaka, of Meshaka & Nachman, have all visited the United States within the last two years.

I would also call the attention of American manufacturers to the Syrian Protestant College at Beirut, and especially to its school of commerce, in connection with which a commercial museum is being gradually developed. Any article exhibited will be brought prominently before the peoples of the Levant through the students who come from all parts of Turkey, Greece, Persia, Egypt and the Sudan. This college is an American non-sectarian institution, with an enrollment at present of 627 students. It has five departments, viz.: medicine, pharmacy, commerce, arts and archaeology; with 45 professors and instructors, 28 of whom are native Americans and graduates of American colleges; 14 commodious buildings and a campus of 50 acres. It is perhaps the largest American institution of learning outside the United States; the English language is the principal medium of instruction. American samples and commercial literature should be furnished this institution without stint.

American Trade in India.

The *Times of India* had a note in a recent issue on "The American Invasion," and an excerpt has been printed in the consular reports as follows:

Already there are signs, very distinct, if at present small, that the Americans have commenced their invasion of the commerce of this country in earnest. To every department of commerce America is contributing her quota, and the local bazaar exhibits unmistakable signs that her intention is not merely a casual experiment. She is not merely feeling her way, but has already laid down the foundation of a thriving and prosperous business. American agents are fully alive to the possibilities of the country, and, as the *Indian Textile Journal* points out in its current issue, the probability that American capitalists will look to India as a future field for industrial speculation is not far remote. Whatever else may be said of American competition, it is always fair and always legitimate. It does not result in a market flooded with goods of the cheap and nasty order; it does not arise out of methods risky and speculative, so far as the manufacturers themselves are concerned. American success is due to pluck, enterprise and inventiveness, helped by skill in manufacture and worth in her productions. There was a time when the native dealer scorned to take advantage of American prices, simply because he preferred to stand by the merits of the British-made articles, quite apart from the question of cost. That day has gone by. The American has within a few years secured 5 per cent. of Indian trade and the Indian bazaar, so far as the steel industry is concerned. Were it not for the fact that the British manufacturer is so helped by official influence the slump in the direction of America would be rapid. It is not to be expected, when the articles are placed side by side, both equally good, but one cheaper than the other, that the purchaser will not choose that which costs him less money. Improvement in system at home will simply mean Americanizing. Surely, as the *Textile Journal* hints, British manufacturers are too astute to lose trade and lose money merely for the sake of tradition and prejudice.

Representative for American Goods.

From P. Gali y Coll, of Barcelona, Spain, we are in receipt of the following communication, which will doubtless be read with interest by pharmaceutical manufacturers who are seeking foreign connections:

Manager Foreign Department American Druggist Publishing Company, New York.

DEAR SIR:—I have your esteemed circular of the 4th inst. I have been in the wholesale drug business for many years, and am general agent for Spain for the popular specific "Purgen," an excellent purgative invented by Doctor Vamossy, of Budapest. I now find that I am in a position to profitably represent other pharmaceutical manufacturers. Hence, I desire you to place me in communication with the proprietor of "Kohler's One Night Corn Cure," and of the best specifics that you know of for rheumatism and the nerves, so that I may see if I can represent them in this country.

I take pleasure in subscribing myself,

Yours very truly,

P. GALI Y COLL.

BARCELONA, April 17, 1903.

FAULTS IN THE NEW YORK LAW.

Ambiguity on Important Points—Law Loosely Drawn—Trouble with Superseded Certificates—Ownership Difficult to Establish—Police Courts at Variance on Rules of Evidence—"Experience" Should be Defined.

The New York State Pharmacy law has been in effect since January, 1901, and those who are familiar with its practical operation have come to the conclusion that it should be amended in many important respects. The State Board itself, upon whom devolves the duty of enforcing the statute, is declared to be handicapped greatly in its work by obstacles and difficulties for which the law does not seem to offer any solution, but which could easily be remedied, it is believed, by more clearly defining certain provisions that now appear to be ambiguous, or rather loosely drawn, and by inserting some additional requirements. A prominent pharmacist of this city, in the course of a long interview with a representative of the *AMERICAN DRUGGIST* a few days ago, pointed out some of the difficulties at present confronting the State Board, particularly the Eastern branch, in enforcing the law as it now stands. The pharmacist quoted asked that his name be withheld from publication; but owing to his wide experience and knowledge of existing conditions his views are worthy of consideration. His remarks were not made in any spirit of fault finding, or with any animus whatever against the State Board, but were meant as a fair criticism, he explained, of weak points in the law, which if remedied would, in his opinion, raise the standard of pharmacy and enable the board to better enforce both the letter and spirit of the State Pharmacy law.

SUPERSEDED CERTIFICATES PUT TO ILLEGAL USES.

"The word 'superseded' stamped on the old certificates which are returned," said he, "is not understood by many pharmacists, particularly in the eastern section of the State. Many are under the impression that the old certificates are the ones which are to be displayed. They accordingly hand up the old certificate and put away the new State license, notwithstanding the instructions on a printed slip attached that the State license is the one that should be displayed where the holder practices pharmacy. A source of much annoyance has been the returning of old licenses. In one store a superseded certificate, for instance, will be displayed, while the State license issued to the same party will be doing service in another store. Some instances have been found where both licenses have been loaned or hired out to persons not entitled to them. This last fact is especially true among foreigners practicing pharmacy here. This state of affairs ought to be remedied by inserting a provision in the law that would declare certificates found in the possession of those not entitled to them to be abandoned certificates, and would authorize the Board of Pharmacy to seize them when found to be used illegally. At present the Board, at the most, can only prosecute a person found practicing under a certificate belonging to another person, on the charge of falsely representing himself as a pharmacist; but the Board has no power to seize such certificates. If the latter were surrendered to the Board and destroyed, as contemplated by the law but not expressly stated, this source of annoyance and trouble would be removed.

PERSONS REGISTERED WITH IMMORAL ANTECEDENTS.

"The State pharmacy law should make good moral character a prerequisite towards granting a license. It fails to do so at present, and the omission is both unfortunate and serious. Because of this fact the Board had to grant a license to a deserter from the United States Navy and who had served two terms in State prison for forgery.

"Unlicensed persons are not so apt as in the past to compound prescriptions when left alone in charge of pharmacies, but as a rule they do not hesitate to sell medicines and poisons. When proprietors register their stores they not infrequently declare under oath that they have no unlicensed employees. But it happens that sometime after taking such declaration the Board receives an application from a party who claims to have worked in that same store during the time the registration of the latter was applied for, and the party even brings an affidavit from the employer asserting that the candidate was in his employ at the time the store was registered. The result is, the Board is confronted with two sworn statements, contradictory, made by the same person. Some provision certainly ought to be made to cope with such cases. In this connection it might be stated that in prosecutions one of the chief difficulties encountered by the State Board is that arising under

the so-called 'permitting' clause in Section 201, subdivision 3. Many proprietors when accused with permitting an unlicensed person to compound prescriptions while not under supervision invariably state that they gave their employees explicit orders not to compound prescriptions, and usually such statements are corroborated by the offending employee. What is the result? The burden of the blame is, generally speaking, thus taken off the proprietor and placed on the junior, and as the courts are somewhat inclined towards leniency in the case of employees, the matter frequently ends with a suspension of sentence in the case of the offending employee, while the proprietor gets off altogether.

BURDEN OF PROOF ON THE BOARD.

"The State Board of Pharmacy is also handicapped by another unpleasant feature in connection with prosecutions, in that the law requires the Board to obtain the admission of ownership from proprietors. There is a section in the State Pharmacy Law, namely, Section 196, subdivision 2, which ought to assist the Board in this matter; but in reality it does not, since it requires the Board to prove the admission by the proprietor. In practice this is not infrequently found to be impossible, as repeated visits have failed to find the proprietor, while in other cases they would adroitly evade answering.

WHEN MAGISTRATES DON'T AGREE.

"A different obstacle, in addition to those mentioned, confronts members of the State Board in the Eastern Section and stands in the way of prompt prosecutions. City Magistrates in Greater New York have no authority to try misdemeanor cases. They can only examine into the charges made, and if satisfied that the law has been violated can only place the offender under bail to await trial in the Court of Special Sessions. This results in one or more postponements usually and causes a material loss of time both to the Board's inspectors and to counsel. It would be well to have the law amended so as to permit complaints in pharmacy cases to be lodged directly in the Court of Special Sessions. Furthermore, the courts do not impose uniform fines. The law itself does not prescribe or specify any particular fine; it simply provides that a violation of the law shall constitute a misdemeanor punishable by a fine ranging all the way from \$1 to \$500. If a definite minimum fine were provided in the statute this difficulty would be removed. Then again, the rulings of the two branches of the Court of Special Sessions in Manhattan and Brooklyn, in interpreting the provisions of the State Pharmacy Law, are at variance. For instance, in one division the burden of proof that a particular prescription is not a prescription written by a medical practitioner is placed upon the defendant, while in the other division the court requires the Board to put the doctor upon the stand to prove he wrote the prescription. In the first division, a statement, either written or verbal, of the secretary of the Board, that any person is not licensed is held to be sufficient; in the other division the records of the Board must be produced to prove by exclusion that the person in question is not licensed. In one case the burden of proof is placed on the defendant, and in the other upon the complainant. Repeated audiences with the Board of Justices and efforts to secure a uniform ruling in this matter have been futile.

"Another handicap is the fact that the Board of Pharmacy now has to purchase sample of drugs from pharmacies. In many instances it has been impossible to get samples of drugs asked for, such as laudanum, for example, the druggist often refusing to sell them. The Board should have power to select any sample and take it from the shelves or out of the container—authority, in other words, such as is conferred on officials in Section 124, Chapter 338, of the Agricultural Law of the State. The samples taken would be put in sealed bottles, one sample to be left with the pharmacist and the other taken for analysis.

FOREIGN CREDENTIALS NOT PROPERLY AUTHENTICATED.

"The Eastern section of the State contains a great many foreigners practicing in pharmacies, who upon applying for examination by the Board present credentials as to their education or experience obtained in foreign countries. The Board of Pharmacy at present, however, has no power under the State law to require such credentials or certificates to be properly authenticated, or to require such applicants to be identified as the persons described in the credentials. There is no doubt that the absence of any provision in the statute making such requirements or conferring such power is frequently taken advantage of. Some of the applicants are mere boys. The Board should have the right to demand certificates of birth duly and properly certified. There is reason to believe that parents sometimes perjure themselves to assist a son or daughter in successfully applying for examination by the Board. The latter's records, as a matter of fact, will bear out this

assertion, and school records have shown applicants in many cases to have been under the prescribed age. This latter fact is often explained by parents in this way: They purposely understated to the school authorities the exact age of the boy or girl, because the child is large for his or her age, or perhaps is a little backward in mental development, and they were ashamed to state the real age.

WANTED—A DEFINITION.

"The State Pharmacy Law should also define what constitutes four years' practical experience. It now contains no such definition, and is so loosely drawn in this respect that under it any person who worked four years in a drug store or pharmacy, no matter in what capacity, whether errand-boy, cashier or waiting on soda water customers, may claim to have had 'four years' practical experience,' where in fact he may have handled no drugs or had any pharmacy training whatsoever."

Druggists Fined for Illegal Liquor Sales.

Albany, N. Y., May 2.—Several retail druggists in this city are smarting under the fines which they have recently paid for alleged violations of the liquor tax law, relating to the selling of liquors on Sunday. The matter has been kept rather quiet, principally because the offenders did not deem it advisable to give the affair any publicity. That is to say, some of the druggists were opposed to such proceedings. There were a few, however, who declared their troubles should be published in order to set the public aright on the situation. These few held that as they were caught in a manner that was decidedly of a "mean, sneaky" character, by the agents of the State Excise Department, they would not be frowned upon, even to the slightest degree. The entire question was fully discussed at a number of meetings of the Albany Drug Club, of which 18 members were "victims," and it was resolved that the matter be kept quiet.

But the three gentlemen who insisted that some publication be given have given a general statement of facts to your correspondent. It appears that all hands were caught in the same manner—viz.: giving out liquor to a special agent sent out from the State Excise Department. They were served in due time with copies of the charge against them. The druggists retained counsel, but the case was not brought into court. It was advised that they pay the specified fines, \$500 in each and every case, and they did so.

Oklahoma Board of Pharmacy.

At the regular quarterly meeting of the Oklahoma Board of Pharmacy, held at Anadarko, O. T., April 8, 36 candidates were examined, of whom the following passed the required grade and received certificates of registration:

W. K. Bell, Bellmont; J. H. Beucier, Apache; Dell Bergen, Blackwell; W. H. Crump, Oklahoma City; Geo. F. Collins, Frederick; Jas. L. Fraser, Pawnee; J. C. Gelenius, Douglas; G. R. Hartrick, Wellston; R. W. Holbrook, Perkins; F. M. Johnson, Granite; Edw. Jones, Lawton; W. H. Lewis, Frederick; Chas. Massie, Oklahoma City; Jas. L. McDowell, Parkland; Arthur Petrie, Adell; G. M. Ramsey, Lawton; F. H. Roberts, Perry; H. A. Wheeler, Lawton; L. W. Williams, Pawhuska; H. E. Wolf, Snyder.

The next regular meeting of the board will be at Oklahoma City on July 14, 1903. Blank applications and any needed information will be furnished by the secretary, F. B. Lillie, Guthrie.

District of Columbia Board.

The Commissioners of Pharmacy of the District of Columbia met recently and reorganized the board with the following officers: Frank C. Henry, Phar.D., president; Francis P. Morgan, M.D., treasurer; M. G. Motter, M.D., Fred. T. Hafelfinger, Phar.D., and Henry A. Johnston, Phar.D., secretary.

The board is now considering the preparation of a new pharmacy law for the District of Columbia, the existing law being deemed very defective in some particulars.

Washington Pharmacists to Meet Afloat.

Secretary W. P. Bonney, of Tacoma, is out with a circular to the members of the Washington State Pharmaceutical Association, stating that it has been suggested that the fourteenth annual meeting of the association will be held about the middle of July on board a steamship making a trip around Puget Sound. He says that the Executive Committee have found that it will take three and one-half days to make the round trip, allowing for several hours' stop at cities visited, and that the cost of the trip will be \$10 for each person. This price includes meals and beds on the boat.

PARK SUIT DECIDED IN FAVOR OF N. W. D. A.

End of a Long Drawn Out Battle—Points in the Prevailing Opinion of the Court—A Dissenting Opinion by Judge Martin—Decision of Great Importance to Commercial World—Views of the Trade.

After a legal battle lasting nearly seven years, the National Wholesale Druggists' Association has finally won the case brought against it by the John D. Park & Sons Company, of Cincinnati, final decision being rendered by the New York State Court of Appeals on April 23. The decision was very close, the Court being divided in opinion. Four of the seven judges who sat decided in favor of the association, the other three dissenting from the majority.

Briefly stated, the Park Company alleged that the association was a combination in restraint of trade and a conspiracy to ruin the business of the plaintiff; that manufacturers of proprietary medicines had been forced to refuse to sell goods to the company and that the methods pursued by the association to prevent the company from getting supplies, and the object which it sought to attain, were unlawful. Damages to the extent of \$500,000 were claimed as a result of the defendant's action. The relief sought by the plaintiff was an adjudication that the resolutions, agreements and plans for conducting the sale of proprietary medicines by the National Wholesale Druggists' Association are illegal, and that an injunction be granted restraining the members of the association from continuing to make efforts to induce any manufacturer or proprietor of patent medicines from adopting the rebate or contract plan for the sale of their goods, or of continuing such plan if they had previously adopted the same.

HISTORY OF THE CASE.

The history of the litigation may be summarized as follows: The first suit was brought by the Park Company against the association in May, 1896, the complaint being filed in the New York State Supreme Court. A temporary injunction against the association was granted by Judge Truax. The defendant's answer was made soon thereafter, and the case was argued before the Supreme Court in July, 1896. In September Judge Russell refused to make the temporary injunction permanent, but modified it pending the trial. In October of the same year he issued a restraining order against the association. In May, 1897, seven new suits were instituted against the association's Proprietary Goods Committee in Philadelphia. In July the plaintiff filed an amended complaint in the injunction suits, claiming \$500,000 damages. Later, after hearing before Judge Pryor in the Supreme Court, a motion to strike out portions of the plaintiff's complaint was granted. The Philadelphia suits were decided in favor of the association. Subsequently various cases were brought up on motions and technical grounds, some resulting in favor of the plaintiff and some for the defendant. The New York case was decided by Judge Russell in March, 1900, on a demurrer of the defendant, the Court sustaining same. The case was then taken to the Appellate Division, which affirmed the previous decision of the Special Term. From that decision the case was carried to the New York State Court of Appeals, whose decision has just been rendered.

JUDGE HAIGHT'S OPINION.

The controlling opinion was handed down by Judge Haight. Some of the more salient points in this opinion are contained in the following extracts:

It is said that the National Wholesale Druggists' Association was organized and continued for the purpose of monopolizing and controlling the business of the wholesale druggists in the sale of proprietary or patent medicines in the United States. The association, doubtless, was organized and continued for the purpose of devising and procuring to be carried into effect a plan for the sale of such goods throughout the United States, which would do away with the necessity of maintaining traveling sales agents, and which would secure to the dealers a uniform commission for the handling of the goods, but I do not understand that this was the establishing of a monopoly on the part of the members of the association; for, under the plan adopted, every dealer has the right to purchase goods from the manufacturers upon the same terms as the members of the association, with the right to the same rebate or commissions upon complying with the requirements of the manufacturers with reference to following their price-list in making sales of goods. The members of the association clearly had the right to work for their own interests; they had the right to devise and adopt a plan for the conduct of the business in which they could make a commission or a profit so long as they did not unlawfully interfere with the rights of others. They had the right to petition the manufacturers to adopt the plan devised by them and to support their petition with all of the arguments and persuasions that they could bring to bear, so long as they did not resort to threats or intimidation. The proprietors, having the exclusive right to manufacture and sell their goods, had the right to adopt such plan with reference to the disposal thereof as they saw fit, and if they became convinced that the contract

or rebate plan, so-called, was more advantageous to them and more fair and just to the public by establishing a uniform price in all sections of the country, they had the right to adopt the same and no one could complain.

NOT A COMBINE IN RESTRAINT OF TRADE.

Nor does the plan appear to me to be in restraint of trade. It is true that it does away with the competition among dealers as to prices, but it creates no restriction upon them as to the quantities that they may be able to sell or the territory within which they may confine their transactions, but upon the question of prices we must bear in mind that the goods are covered by patent rights and trade-marks, which give the proprietors the exclusive right of specifying prices at which the articles shall be sold, and, following this, the right also to require dealers to maintain the prices specified. The plan is in effect the creating of an agency on the part of the proprietors by which every druggist throughout the United States may receive the goods and dispose of them as agents of the principal, receiving the commissions agreed upon therefor.

Is this plan against public policy? An active competition and rivalry in business is, undoubtedly, conducive to the public welfare, but we must not shut our eyes to the fact that competition may be carried to such an extent as to accomplish the financial ruin of those engaged therein and thus result in a derangement of the business, an inconvenience to consumers and in public harm. While public policy demands a healthy competition it abhors favoritism, secret rebates and unfair dealing, and commends the conduct of business in such a way as to serve all consumers alike. That this is the tendency of modern times is evident from the recent discussions and legislation upon the subject of interstate commerce. One of the cardinal and chief principles of the plan adopted is the establishing of a uniform price by proprietors which necessitates the service of all persons alike throughout the United States, the proprietors subjecting themselves to the extra expense for freight, etc., in remote sections of the country. I can discover nothing in this which is detrimental to the public policy of the country. The right would certainly not be denied to the manufacturer of a given remedy to adopt the rule that he would only sell it to the jobbers of the country at a certain long price and would not allow a discount of 10 per cent. where they refused to maintain his price. In other words, the manufacturers say to the jobbers of the country, I manufacture a medicine that I will sell for \$1 a bottle, and it is my desire that it shall be sold at that price per bottle throughout the country. If you will take consignments of this medicine from me, billed to you, at that price per bottle, I will allow you a rebate of 10 per cent., and if I find that you are selling at a lower price than billed to you I will allow no rebate. If this arrangement is not satisfactory to you I prefer to keep my manufactured stock on hand. These are the only conditions under which I will ship my manufactured article. Surely there is nothing in this approaching restraint of trade or the violation of the principle of public policy. It is simply allowing a man to do what he will with his own.

UNIFORM PRICES TO ALL UPHELD BY COURT.

Judge Haight refers to the allegation that the Park Company, prior to the acts of the association complained of, had purchased goods in large quantities from nearly all manufacturers, and would have continued such purchases and been an active and constant competitor of all other wholesale and jobbing druggists in the United States, save for the action of the National Wholesale Druggists' Association.

The meaning of these allegations is obvious. The plaintiff could command large capital, and by reason of this they could purchase proprietary goods in larger quantities and more cheaply than the other wholesale and jobbing druggists, and that by reason of the adoption of the contract plan the plaintiff was unable to do so. Under the contract plan the prices of these goods were made uniform for fixed quantities, and dealers possessing large capital and thereby enabled to purchase in large quantities could not purchase for a less sum than the ordinary wholesale and jobbing druggist, and not being able to purchase for a less sum could not handle the goods more cheaply. The situation is not new. The great merchants possessed of large capital will persuade and induce manufacturers to sell to them more cheaply in consequence of their taking large quantities, and thus they are enabled to undersell and drive out of business the small merchants in their vicinity. I believe that the little fellows have the right to protect their lives and their business, and if they can by force of argument and persuasion induce manufacturers to establish a uniform price for fixed quantities, so that they can purchase as cheaply as the great merchants and thus compete with them in the retail trade, they have the right to do so, and that no court of equity ought to interfere and restrain them from the exercise of this privilege.

THE DISSIDENT OPINION.

The principal dissenting opinion was written by Judge Martin. As to the purpose of the National Wholesale Druggists' Association, "it is obvious," he says, "from the facts alleged, that the conspiracy or combination was formed to restrain trade or commerce, to monopolize the sale of goods in common use and to prevent competition therein. Such being its plain purpose, it is equally clear that it was unlawful. From a very early day it has been the policy of this State and most other jurisdictions that free and unrestricted competition in all business pursuits must be maintained, and the business maxim that 'competition is the life of trade' has been established and sustained by their courts and legislation."

ASSOCIATION'S METHODS ILLEGAL.

As to whether the means employed by the association and its active members to accomplish their purpose were lawful, he says it will be remembered

that the means adopted by them were that if any dealer or manufacturer sold goods to the plaintiff or any other person not conforming to the requirements of the association all its active members were required to and refused to sell the goods of such manufacturer, procured others to refuse to deal in his goods, publicly advertised him as an unworthy

dealer and thus sought to injure and ruin his business. Thus it was that the members of the association accomplished their purpose of preventing other manufacturers from selling goods to the plaintiff. Such means were clearly unlawful.

COURT DECISIONS CONFLICT.

In the course of his opinion Judge Martin makes another very pointed comment, which is worthy of mention.

If the decision of the court below shall be affirmed it obviously results in an unfair and unjust discrimination by this court in favor of capital or business and against labor by enforcing the law as to one and refusing as to the other. This court, in *Curran v. Galen*, unanimously held that a combination or association of workmen whose purpose was to hamper or restrict the freedom of the citizen in pursuing his lawful trade or calling, was against public policy and unlawful; while in this case it is held that a combination or association of wholesale dealers in useful articles whose purpose is to hamper and destroy the freedom of the plaintiff and others to pursue their lawful business by contracts or arrangements with manufacturers, to coerce them to become members of their organization and to come under its rules and conditions under penalty of the destruction of their business, was not against public policy nor unlawful. As these decisions could not be harmonized they would result in a discrimination in favor of capital or business which could not be sustained upon any just or legal principle known to or established by statute or common law. With the existing conflict between capital and labor such a distinction would not only be unjust, but extremely unfortunate, especially as it can be justified upon no principle of ethics, law or equity.

CHARGE OF ILLEGAL COMBINATION SUSTAINED.

In conclusion Judge Martin says:

By the allegations of the complaint it is made apparent, not only that the defendants entered into an illegal combination or conspiracy to interfere with the plaintiff's trade by preventing the various manufacturers of these goods from selling them to it and thereby seriously interfered with and injured its business, but it is equally clear that the means employed by them to accomplish that purpose, by threats, intimidation, boycotting and continued and persistent efforts to injure any manufacturer who should continue to deal with it, were also illegal. Therefore the defendants were not only guilty of an illegal act in combining to injure the plaintiff's business, but were likewise guilty of an illegal combination to accomplish the plaintiff's ruin by illegal and improper means.

VIEWS OF THE TRADE.

Wholesale druggists who have been interviewed by the *AMERICAN DRUGGIST* express themselves as well pleased with the decision. Mahlon N. Kline, of Philadelphia, who was formerly chairman of the Committee on Proprietary Goods of the National Wholesale Druggists' Association, and who is now chairman of the Committee on Legislation and of the Special Committee on Suits Brought Against Members, expressed himself as follows:

The outcome of the Park suit as announced in the decision just rendered by the New York Court of Appeals is one upon which the members of the N. W. D. A. may well be congratulated. It is hoped that the luxury of the seven years' experience in litigation which Messrs. Park & Sons have had may convince them that such efforts are not only costly but fruitless, and that they will now join the rest of us in doing business on a basis which is just and equitable all around and at least somewhat profitable to those who do business under the terms which the proprietors have found it to their interest to market their goods.

The dissenting opinion by Judge Martin is full of manifest misapprehensions of the objects and efforts of the N. W. D. A. He takes the claims made by the plaintiff in this suit and embodies them almost verbatim into his opinion and then reaches his conclusions by accepting them at par. For example, he says, "In determining that question we must assume that the association was organized and continued for the purpose of monopolizing and controlling the business of whole sale druggists and jobbers in the sale of proprietary articles or patent medicines in the entire United States, to prevent competition therein," whereas those of us who are conversant with its objects know that Judge Haight more correctly expressed what we have been trying to do in the following language: "I do not understand that this was the establishing of a monopoly on the part of the members of the association; for, under the plan adopted, every dealer has the right to purchase goods from the manufacturers upon the same terms as the members of the association, with the right to the same rebate or commissions upon complying with the requirements of the manufacturers with reference to following their price-list in making sales of goods. The members of the association clearly had the right to work for their own interests; they had the right to devise and adopt a plan for the conduct of the business in which they could make a commission or a profit so long as they did not unlawfully interfere with the rights of others. They had the right to petition the manufacturers to adopt the plan devised by them and to support their petition with all of the arguments and persuasions that they could bring to bear, so long as they did not resort to threats or intimidation."

Judge Martin uses over and over again the expression, "competition is the life of trade." Judge Haight more correctly reflects in his opinion the present thought upon that trite saying when he says, "An active competition and rivalry in business is, undoubtedly, conducive to the public welfare, but we must not shut our eyes to the fact that competition may be carried to such an extent as to accomplish the financial ruin of those engaged therein and thus result in a derangement of the business, an inconvenience to consumers and in public harm."

Judge Martin falls into the error of assuming that the object of the N. W. D. A. and the contract plan is to throw business into the hands of the few, while Judge Haight clearly apprehends the objects of the contract plan when he says, "I am not here going to question the right of the big fish to eat up the little fish, the big storekeeper to undersell and drive out of business the little storekeeper, but I do believe that the little fellows have the right to protect their lives and their business, and if they can by force of argument and persuasion induce manufacturers to establish a uniform price for fixed quantities, so that

they can purchase as cheaply as the great merchants and thus compete with them in the retail trade, they have the right to do so, and that no court of equity ought to interfere and restrain them from the exercise of this privilege." In other words, Judge Haight fully understands that the object of the contract plan is not to concentrate the business in the hands of a few and drive out the small dealers, but regulates the business so that all stand on the same footing and all are protected in a reasonable profit, and the fact must not be lost sight of that this protection has never exceeded and does not now exceed the actual cost of doing business.

Those interested in the work of the N. A. R. D. will doubtless take comfort from the following extract from Judge Haight's opinion: "The right would certainly not be denied to the manufacturer of a given remedy to adopt the rule that he would only sell it to the jobbers of the country at a certain long price and would not allow a discount of 10 per cent. where they refused to maintain his price. In other words, the manufacturers say to the jobbers of the country, I manufacture a medicine that I will sell for \$1 a bottle, and it is my desire that it shall be sold at that price per bottle throughout the country. If you will take consignments of this medicine from me, billed to you, at that price per bottle, I will allow you a rebate of 10 per cent., and if I find that you are selling at a lower price than billed to you I will allow no rebate. If this arrangement is not satisfactory to you I prefer to keep my manufactured stock on hand. These are the only conditions under which I will ship my manufactured article."

"Surely there is nothing in this approaching restraint of trade or the violation of the principle of public policy. It is simply allowing a man to do what he will with his own."

George F. Kellogg, secretary of the Eastern Drug Company, Boston, had the following to say:

We have read the decision very carefully and while it seems at first sight almost a case of "when the doctors disagree who shall decide?" a careful analysis of the opinions rendered by the various judges leads us to believe that the summing up of the united opinions are largely and justly in favor of the National Wholesale Druggists' Association. The appellants, of course, have tried to show in the plans of the N. W. D. A. a purpose to restrict the business, not only of an individual jobber, but of all manufacturers who will not conform to the terms provided for by them for the distribution of the goods that are sold under a contract. They have also tried to show that the public are interested in the conditions imposed and are made sufferers thereby. It appears to us, however, that the summary of the case shows that it is not detrimental to the public, but, on the contrary, that the handling of certain goods of a proprietary character in which there is no competition of manufacturers, each proprietor having the specific right to his own name and trade-mark, and which does not in any way conflict with his competitors, nor shorten the output of either party, is simply an arrangement into which the proprietor enters with the jobber in order to maintain the value of his article, which is largely impaired when subject to the cut-rate practice, and which is thrown out of stock when the rate cutting has become so serious as to make it unprofitable; thereby eventually depreciating the value of the article and making the trade-mark for same less valuable than it would have been except for the rate cutting conditions.

If the manufacturer has a right to establish the price of his goods it seems to us that that right can only be maintained by the co-operation of those whom he makes his selling agents, and that a jobber handling such goods is honorably bound, not only to maintain the price made, but to use any fair means to compel others to do the same, and in the opinion of the last judge, quoted in the last paragraph, it is regarded as "a controversy between opponents in business, neither side trying to help the public. Nor will the public be the gainer by the success of either."

We believe the majority report as printed is just, and thoroughly analyzes the situation, and we trust it may finally settle the long drawn out case, which is indirectly of interest not only to the jobbing druggist but to all commercial houses.

John A. Gilman, of Gilman Bros., Boston, considers the decision of the greatest value not only to druggists but to other merchants. He said:

It reaffirms the decisions that a manufacturer of a proprietary or patented article has a right to establish the prices at which his goods shall be sold and enforce their being maintained, also to take means to protect his interests by tracing the source of supplies of any party who may violate his contract, thus protecting his own interests and that of the honest jobber or distributor who would assist him in carrying out his contract plan.

Fred L. Carter, of Carter, Carter & Meigs, Boston, who is a member of the Committee on Proprietary Goods of the National Wholesale Druggists' Association, made the following comment:

The jobbers are delighted with the decision, and the view of it as taken by Justice Haight seems to me to be that of a sensible man familiar with all the circumstances.

I sincerely hope that the happy ending of this case will go to show merchants in general that a selfish dealer cannot expect to do his business in such a way as to antagonize all manufacturers and ninety-nine per cent. of the jobbing trade, and expect to have the courts uphold him in his course.

New Jersey Druggists' Associations.

The Plainfield Retail Druggists' Association and the Union County Druggists' Association, of Plainfield, N. J., held their annual meetings for the election of officers in Plainfield on April 14. The Union County Association chose the following officers: President, T. S. Armstrong, Plainfield; vice-president, Henry Schmidt, Elizabeth; secretary, Joseph G. Smith, Rahway; treasurer, R. J. Shaw, Plainfield. Outside of the election of officers only routine business was transacted.

The Plainfield Retail Druggists' Association elected the following officers: President, L. W. Randolph; vice-president, Frank Rowley; secretary and treasurer, C. M. Nagle.

AMERICAN DRUG TRADE BOWLING TOURNAMENT AT CHICAGO.

New York in the Lead—New Officers Elected—Entertaining the Visitors.

(By telegraph from our Regular Correspondent.)

Chicago, May 7.—Play in the sixth annual tournament of the American Drug Trade Bowling Club began to-day, and New York was in the lead at the close of the day's play. The score follows:

AFTERNOON.				
New York.	Chicago.	Philadelphia.	Baltimore.	
758	847	787	825	
884	797	834	695	
806	868	761	788	
EVENING.				
New York.	Chicago.	Philadelphia.	Baltimore.	
760	948	798	810	
890	861	801	909	
899	840	788	767	

The members of the teams are:

New York.—C. H. Silvey, H. O. Barnes, James Rogers, Matthew Judge, J. L. Carberry, Lester Stevens, John Ruddiman, W. J. Carr.

Philadelphia.—J. H. Howe, C. P. Donnell, J. H. Mooney, Sam Wright, C. H. Wells, C. W. Elston.

Baltimore.—H. A. Brauer, Andrew Baumgartner, Paul Muller, D. W. Kabernagel, L. W. Davis, Brent Waters, Luther Ramsey, R. J. McCall.

Chicago.—A. Bower, R. H. Traill, Geo. R. Baker, G. A. Thomas, Will Campbell, Oscar J. Schmidt, O. M. Leonard, L. M. Mohr.

ELECTION OF OFFICERS.

At the annual meeting held last night the following officers were elected to serve during the ensuing year:

President, A. Bauer, Chicago; vice-president, L. A. Davis, Baltimore; secretary and treasurer, S. Wright, Philadelphia; executive committee: G. A. Thomas, Chicago; C. D. Donnell, Philadelphia; W. J. Carr, New York; A. Baumgartner, Baltimore.

The visiting members were entertained at luncheon to-day at the Chicago Drug Trade Club by the members of the Chicago Bowling Club. A trip will be taken down the Drainage Canal to-day. The tournament closes with a banquet at the Chicago Athletic Club on Saturday evening.

Hearing on the Dowling-Bostwick Bill.

If the Dowling-Bostwick bill, passed at the last session of the Legislature, becomes a law, it will not be due to any lack of effort on the part of retail druggists of New York City and State to defeat it. The measure was sprung on druggists too late in the session to admit of much work being done to prevent its passage through the Senate and Assembly, and although efforts were made in each house to defeat it, they proved of no avail in the confusion and rush during the closing hours of the session. Governor Odell gave a hearing on the bill last Wednesday. It was probably the largest hearing in point of attendance ever held on any drug bill. About 125 druggists from all parts of the State were present to oppose the measure, and only four or five representatives of interests behind the obnoxious bill were there to support it.

Among those who spoke in opposition were Thomas Stoddart, president of the New York State Pharmaceutical Association; William Muir, a member of the legislative committee of the State association and of the Kings County Pharmacists' Society; Felix Hirseman, of the German Apothecaries' Society; William H. Rogers, of Middletown; Warren L. Bradt, secretary of the State Board of Pharmacy; A. N. Knowlton, of Troy; A. C. Searles, of the Manhattan Pharmaceutical Association; A. B. Huested, of Albany; Senator Hill, of Buffalo; John Hurley, of Little Falls; James A. Lockie, of Buffalo; George Thorpe, of Syracuse, and J. B. Lyon, of Schenectady. The measure was favored by Dr. J. Palmer, ex-president of the Quarantine Commission of New York; Arthur Graeff and John D. Lindsay, representing the Society of Medical Jurisprudence.

The opposition declared the bill was a drastic measure, introduced for private interests; that it would be impossible for a druggist to carry the stock required so as not to "deviate from the terms of a prescription;" that it would prevent druggists from exercising their judgment when a physician happens to make a mistake in writing a prescription—in fact, would penalize them from doing it; and in many ways would work injury to the public and to pharmacy generally. Supporters of the bill put up the excuse that it was an anti-substitution measure.



N. W. HOFFMAN,

N. A. R. D. Organizer for Greater New York.

N. W. Hoffman, whose portrait graces this column, is becoming a well-known figure in local retail drug circles through his activity as an organizer for the National Association of Retail Druggists. His connection with the association dates from the spring of 1901, he being the third man engaged by the organization department. His first work was done in Missouri, whence he was transferred to Ohio, and later to Southern Illinois. After organizing Washington, D. C., he went to Virginia and Maryland and did some effective organization work there. He was transferred to Massachusetts after a short period of work in Western Pennsylvania. In the State of Massachusetts Mr. Hoffman was successful with his assistants in organizing 43 local associations, 12 of which constitute the Boston Apothecaries' Association, which was organized on the first of this year. The cities of Pittsfield and Worcester, Mass., are now shining examples of the benefit of organization work of the kind carried on by Mr. Hoffman. In Pittsfield dollar patents were selling at 69 cents and under. After completing the organization of the Berkshire County Druggists' Association a schedule was adopted and maintained putting all patents at full price. In Worcester dollar patents were selling as low as 62 cents, but were raised to 79 cents and 85 cents, and in some instances to the full limit, after the druggists got together, through the instrumentality of Mr. Hoffman. The city of Memphis, Mo., which engaged Mr. Hoffman's earlier efforts, is a record breaking example. Dollar patents had been selling at from 75 to 90 cents for 15 years. After forming an association there a schedule was adopted, and has since remained in effect whereby full prices are obtained.

Mr. Hoffman has carried on organization work for the N. A. R. D. in 18 States, and has come in contact with all classes of trade. It goes without saying that he understands organization work from the ground up, and at national headquarters he is considered one of the most reliable men in the field. He possesses a winning personality and a wonderful knack of overcoming difficulties, and bringing about harmonious relations among the trade. His ability is well attested by the fact of his having been sent to Boston to organize that city and being now entrusted with the work of organizing New York.

After an understanding has been arrived at with the department stores in this city and a schedule has been adopted, Mr. Hoffman is to have the assistance of several other organizers, and the real work of organizing New York into district associations will be taken up. It has been arranged to treat with the department stores first, and their attitude toward the movement is expected to be made known some time next week, when Mr. Hoffman will receive replies to the various representations he has made to these interests. Negotiations are proceeding slowly but satisfactorily, the progress thus far made being en-

couraging, and the outlook is regarded with much confidence by Mr. Hoffman. He is of the opinion that no city is so well adapted as New York for the operation of a schedule of minimum prices, for the reason that there is not in New York a localized downtown business center, the business district being scattered over too wide area to permit of any small group of retailers holding out against the operation of any schedule that may be adopted by a majority of those interested.

NEW YORK COLLEGE GRADUATES A LARGE CLASS.

Interesting Exercises at the Seventy-third Annual Commencement.

The usual large and enthusiastic gathering of graduates, undergraduates, local pharmacists and friends of the college were assembled in Carnegie Music Hall, Fifty-seventh street and Seventh avenue, New York, on Thursday evening, April 30, to participate in the commencement exercises of the College of Pharmacy of the City of New York. Owing to the fact that no speaker of national importance graced the platform and the proceedings in themselves were devoid of political coloring or other features calculated to make them of general news value, the affair escaped notice in the New York newspapers. In former years the Committee of Arrangements invariably secured the attendance as one of the principal speakers of some distinguished public man, but this policy has been departed from of late years and the general public consequently hears little about the doings of the college. While the enthusiasm of the undergraduates and friends of the graduating class was this year kept within narrower bounds, there were the usual cheers and applause to greet the names of graduates as they were called off by the secretary of the college.

The college faculty occupied the center of the platform, Professor Chandler, president of the college, being conspicuous in the resplendent robes of a Doctor of Science of Oxford University. A. Clayton Searles, chairman of the Committee of Arrangements, led the graduating class down the center aisle to the platform, and when all were in their places prayer was said by the Rev. A. P. Atterbury. This was followed by an address by Professor Chandler, in which he reviewed the history of the college and referred to the great advancement in pharmaceutical education since the early days of apprenticeship. Speaking of the New York College of Pharmacy, he said it held the foremost position in the world in the field which it occupied. He improved the opportunity to make a plea for an extension of interest in the fortunes of the college by men of wealth. The community owed it to itself for its own protection to support such an institution, and he said he had no modesty in the matter of asking for money. In Europe it had long been recognized that the pharmacist was a professional man and his status in older countries was clearly defined; but, he added, in those countries the education of the pharmacist was supported by the government. Before formally conferring degrees on the following list of Doctors of Pharmacy and Graduates of Pharmacy, Professor Chandler recited the various courses of study pursued and emphasized the high character of the education obtained. The degree of Doctor of Pharmacy was conferred on seven candidates, as follows:

Edwin Jules Banahaf, New York, N. Y.	Cornelius Carhart, Keyport, N. J.
Mary Emma Doyle, Constableville, N. Y.	Leo N. Mandelstam, New York, N. Y.
Thomas William Hillier, New York, N. Y.	Bertelle I. Winn, New York, N. Y.
	Hermann Wortmann, New York, N. Y.

The graduate degree was conferred on the following

LIST OF GRADUATES.

Ildore H. Abraham, New York, N. Y.	Louis E. Bria, Mount Vernon, N. Y.
John W. Aichele, New York, N. Y.	John Joseph Buckley, Perth Amboy, N. J.
Benedict B. Alt, Jr., Town of Union, N. J.	Benjamin Burkan, New York, N. Y.
Thomas P. D. Attubato, New York, N. Y.	Edward F. Burke, Westerly, R. I.
Frederick Baden, Jr., New York, N. Y.	Thomas A. Cheatham, Macon, Ga.
Harry C. Baer, New York, N. Y.	Morris Chinchin, New York, N. Y.
Cecil Parker Beach, Attsville, Ontario, Canada.	Louis Cohen, New York, N. Y.
William J. Benjamin, Sussex, N. J.	Samuel H. Cook, Sag Harbor, N. Y.
Henry Bloch, Brooklyn, N. Y.	William E. Cooper, Walden, N. Y.
Samuel Blumberg, New York, N. Y.	Frank Dencklau, Plainfield, N. J.
Henry Blumenthal, New York, N. Y.	Joseph J. Dreyer, Highland Falls, N. Y.
Waldo S. Boyd, Boothbay Harbor, Me.	Eugene A. C. Dupin, New York, N. Y.
August M. Brezovsky, E. Portchester, Conn.	Arnold A. Eckstein, New York, N. Y.
	Maurice M. Feinberg, Hartford, Conn.

Max Ferber, New York, N. Y.	William J. McGurty, Little Falls, N. Y.
Philip Fisher, New York, N. Y.	John P. McKown, Boothbay Harbor, Me.
Simon Friedland, New York, N. Y.	William E. Malone, Kingsbridge, N. Y.
Michael Friedman, New York, N. Y.	William J. Mansfield, Saugerties, N. Y.
Clarence Fuechsel, Mount Vernon, N. Y.	Gustave S. Mathey, New York, N. Y.
Frederick M. Gerken, New York, N. Y.	George A. Nagel, Ravenswood, N. Y.
Arthur G. Gilmore, Bath, Me.	Henry F. Nielsen, New York, N. Y.
Henry J. Goeckel, New York, N. Y.	William L. O'Brien, Phillipsburg, N. J.
Michael Goldenberg, New York, N. Y.	Vincent J. O'Dea, Davenport, Ia.
Meyer Golob, Brooklyn, N. Y.	James H. Patten, Brooklyn, N. Y.
Albert Q. Green, Lake Placid, N. Y.	Joseph M. Polchinski, Williamsbridge, N. Y.
Jacob Greenberger, New York, N. Y.	Charles W. Robertson, Bridgeport, Conn.
Karl E. Hahn, New York, N. Y.	David Rubinroth, New York, N. Y.
Royal T. Hall, Gobleville, Mich.	Edward A. Sable, New York, N. Y.
Malcolm Halsey, Bridge Hampton, N. Y.	James C. A. St. James, New York, N. Y.
Edward T. Hamilton, Bridgeport, Conn.	J. Henry Schell, New York, N. Y.
Jeremiah A. Hart, Little Falls, N. Y.	William T. Schmidt, New York, N. Y.
Henry Henkin, Fall River, Mass.	Irving Schwartz, New York, N. Y.
Ralph G. Hersom, Belgrade Lakes, Me.	Leslie A. Sholes, Hamilton, N. Y.
Frederick W. Higby, New York, N. Y.	Isaac Sigel, New York, N. Y.
Robert C. Howard, Frederick, Md.	John H. Solotaroff, New York, N. Y.
James H. Howarth, Utica, N. Y.	William H. H. Stocks, Islip, N. Y.
Samuel Jacobs, Paterson, N. J.	Meyer Strongin, New York, N. Y.
Henry Jansen, New York, N. Y.	Joseph Suszmann, New York, N. Y.
Reuben S. Joffe, New York, N. Y.	Walter B. Taft, Jersey City, N. J.
Raymond W. Johnson, Chadwick, N. Y.	Hugo Tausig, New York, N. Y.
Frank H. Keeler, Jr., Yonkers, N. Y.	George Waas, Jr., New York, N. Y.
Oscar H. Kopp, Long Island City, N. Y.	Reuben Warshawsky, Newark, N. J.
Julius Kramer, New York, N. Y.	Eva Watson, Yonkers, N. Y.
Paul O. Krause, New York, N. Y.	David Weismann, Town of Union, N. J.
Max D. Kupersmith, New York, N. Y.	Herman W. Wiencke, Long Island City, N. Y.
John B. Luther, Union Hill, N. J.	Henry Wolf, Union Hill, N. J.
Robert M. McCutcheon, Peekskill, N. Y.	Cornelius Zeisler, New York, N. Y.
	Bernard Zuckerman, New York, N. Y.

The names of the Graduates and Doctors of Pharmacy were read off by Secretary Thomas F. Main, and as each name was announced it was greeted with cheers of varying volume from different parts of the hall.

President Charles S. Erb, of the Alumni Association, awarded alumni prizes to the following students in the order of their standing:

First prize, gold medal, to Gustave S. Mathey, New York; second prize, silver medal, Fred W. Higby, New York; third prize, bronze medal, Henry G. Goeckel, New York.

Prof. John Oehler then read

THE ROLL OF HONOR

and announced the standing of the graduates named, as follows: Gustave S. Mathey, New York; Fred W. Higby, New York; Henry G. Goeckel, New York; James H. Howarth, Utica; Oscar H. Kopp, Long Island City, N. Y.; John B. Luther, Union Hill, N. J.; James C. A. St. James, New York; Karl E. Hahn, New York; Herman W. Wiencke, Long Island City, N. Y.; Samuel H. Cook, Sag Harbor, N. Y.; Meyer Golob, Brooklyn, N. Y.; Michael Goldenberg, New York; William J. McGurty, Little Falls, N. Y.

After an address to the graduating class by the Rev. Daniel E. Lorenz, Ph.D., Emeritus Professor Arthur H. Elliott awarded the trustees' special prizes of \$100 in gold to the three students who attained the highest standing in materia medica and pharmacognosy, analytical chemistry, and practical pharmacy, respectively, as follows: Proficiency in materia medica and pharmacognosy, James C. A. St. James; analytical chemistry, Frederick W. Higby; practical pharmacy, Herman W. Wiencke.

The exercises closed with a valedictory address by Frederick W. Higby, and the assembled graduates and their friends dispersed after the distribution of flowers.

Havana Druggists Protest Against Provincial Taxes by Closing Their Stores.

Protests are being made throughout the entire island of Cuba against the taxes imposed by the newly created provincial governments. The drug stores of Havana and its suburbs almost without exception were closed on April 28 in protest against the stamp tax of two cents on every package of patent medicine sold. The druggists have sought to have this tax rescinded, but the Provincial Council has refused their request. Many of the druggists declare they are ready to remain closed until General Nunez, Civil Governor of Havana, or President Palma, vetoes the tax. The physicians of the city sent a petition to the Government asking it to force the stores to reopen, but on May 2 the druggists capitulated to moral suasion.

CONTEST IN THE KINGS COUNTY SOCIETY.

The Annual Election for Officers Takes Place To-Morrow and there are Two Tickets in the Field—All the Signs Point to a Spirited Contest—Much Opposition to a Third Term for the Presiding Officer and a Continuance of the Present Regime—Opposition Puts Up a Strong Independent Ticket Headed by A. E. Marsland.

At the April meeting of the Kings County Pharmaceutical Society a resolution was offered and adopted pledging the association to the renomination for office at the annual election this month of the president and the secretary who have held office during the past two years. An account of this action was given in the report of the meeting printed in the April 27 number of the *AMERICAN DRUGGIST* on p. 240.

The meeting was pretty evenly divided on the question of the adoption of the resolution in question, and some strong expressions of dissatisfaction were heard. This feeling of dissatisfaction, amounting almost to anger, has since crystallized into a sentiment of pretty determined opposition to the election of the official ticket, and a committee of members have drawn up a statement in which their disapproval of the conduct of the affairs of the society in the recent past is freely set forth. A spirited contest is therefore looked for at the annual meeting for the election of officers which takes place at the rooms of the society, 265 Nostrand avenue, Brooklyn, on Tuesday, May 12, at 2.30 o'clock p.m. Both sides are making an active canvas for support among the druggists of Brooklyn, and it is likely that this meeting will be one of the most largely attended in the history of the society. A number of prominent members of the trade in Brooklyn have identified themselves with the movement to oust the present incumbents of office, and a circular has been issued by them, which says in part:

Actuated by a jealous regard for the best interests of the Kings County Pharmaceutical Society and its college, a number of members in good standing have come together, and after discussing with the fullest care and consideration some of the recent policies and methods of those responsible for the government and guidance of the organization have reached the conclusion that a change of officers is at this time vitally necessary for the future welfare, development and reputation of both the society and the college.

To those familiar with the course of events in the recent history of the society it will not be necessary to make detailed mention of the acts or doings of individuals in authority which have brought a certain measure of reproach to our beloved institution. Mention may, however, be made of the action taken at the April meeting of our society in defiance of precedent and of our written constitution in the attempt to forestall the regular annual election of officers by the introduction of a snap resolution binding the members to the re-election of a president and a secretary in advance of the election.

The political chicanery involved in this transaction is too evident for extended comment. It has but served to accentuate the growing feeling of dissatisfaction with the management of the society and the college in the recent past, and to strengthen the determination of the real friends of the institution to effect a reform.

A committee of your fellow members have met and nominated the following independent ticket composed of men in whom the committee have the fullest confidence that, should they be elected, they will sink all personal and selfish interests and labor single-mindedly to promote the welfare and advance the best interests of both the society and its college.

A majority of the candidates are well known to you as men of experience in the successful management of college affairs, and we appeal to you confidently for your vote in the interest of a clean and conservative administration.

The election of Albert E. Marsland as president, supported by the other officers and trustees, will mean a return to the principles for which our society was organized and through which it attained the high position which it held until a few years ago among the pharmaceutical associations of the country.

The circular then goes on to speak of Mr. Marsland's devotion to the interests of legitimate pharmacy, and of the hope that his election will put an end to the political pettifoggery that has so dominated the society, as the circular says, during recent years.

The so-called regular or official ticket supported by the present incumbents of office is as follows:

REGULAR TICKET.

For president, Oscar C. Kleine; for first vice-president, E. G. Rave; for second vice-president, A. E. Hegeman; for third vice-president, W. F. Maass; for secretary, F. P. Tuthill; for treasurer, P. W. Ray; for trustees, Thos. J. France, Wm. J. Hackett, J. H. Droge.

The independent ticket put forward by a committee of 25 to effect the reforms which the dissatisfied members of the society have in contemplation follows:

INDEPENDENT TICKET.

For president, Albert E. Marsland; for first vice-president,

Walter B. Averre; for second vice-president, H. L. Schelling; for third vice-president, William Schroeder, Jr.; for secretary, Frederic E. Niece; for treasurer, Peter W. Ray; for elective trustees (1903-1906), J. H. Droge, W. J. Hackett, W. S. Settle.



ALBERT E. MARSLAND.

Candidate for President of the Kings County Pharmaceutical Society.

A. E. Marsland, who has been named on the independent ticket for the office of president of the Kings County Pharmaceutical Society, is a native Brooklynite, having been born in the old city of Brooklyn some thirty-nine years ago. He received his early pharmaceutical education under the preceptorship of Thomas D. McElhenie. During this period of training he matriculated at the College of Pharmacy of the City of New York, and was graduated Ph. G. with the class of '83. In 1891 he formed a partnership with his employer, the name of the firm becoming McElhenie & Marsland, and this connection was maintained until 1898, when Mr. Marsland purchased the store of L. T. Perkins, and succeeded to the business, which is located at 19 Greene avenue. He has been successful in his own business, and is now the proprietor of two branch stores—one at Long Beach, N. Y., and the other at Twilight Park, in the Catskills, all of which augurs well for his administration of the affairs of the Kings County Pharmaceutical Society and its college should he be honored with election to this responsible position. He has the advantage of considerable previous knowledge of the conduct of society and college affairs through his successive occupancy of the offices of third, second and first vice-president during 1892, 1893, 1894 and 1895. He also served as a member of the board of trustees during the same period. His friends are confident that his record as a faithful worker in society affairs will assure his election, and they are sparing no effort to bring about this result.

To Celebrate the Centennial of Liebig's Birthday.

The New York section of the Verein Deutscher Chemiker have arranged for a celebration to commemorate the centennial of the birthday of Justus Liebig, the great chemist, and the following notice has been sent out by the secretary of the Verein:

The 12th of May, 1903, being the centennial of Justus Liebig's birthday, our committee has arranged a celebration in memory of the illustrious investigator on that day, to which the members of the American Chemical Society, the Society of Chemical Industry, the American Electrochemical Society and the Chemists' Club are cordially invited. Prof. Ira Remsen, president of Johns Hopkins University, and Prof. William H. Brewer, of Yale University, will deliver orations. Dr. C. Duisberg, vice-president of our Parent Society, and Prof. Charles F. Chandler, of Columbia University, will also address the meeting.

The exercises will begin promptly at 8.30 p.m. in the Assembly Hall of the Chemists' Club, 108 West Fifty-fifth street, New York.

ATTORNEY-GENERAL SUPPORTS] STATE BOARD.

Attorney-General Cunneen says Druggists Who Refuse to Furnish Samples of Drugs to the State Board of Pharmacy are Liable to Criminal Prosecution.

Sidney Faber, secretary of the Eastern branch of the New York State Board of Pharmacy, sends as the subjoined text of an opinion rendered by Attorney-General Cunneen in relation to the power of the Board to take samples of drugs, etc., for analysis, and asks for its publication in the *AMERICAN DRUGGIST*. The opinion follows:

ALBANY, April 28, 1903.

Warren L. Bradt, Secretary State Board of Pharmacy, Albany, N. Y.

DEAR SIR: I have your favor asking for my opinion as to the power of the State Board of Pharmacy, through an inspector, to take samples from bottles of drugs exposed for sale in a pharmacy, for the purpose of analysis, to ascertain whether the substance is of the standard strength, quality and purity established by the latest edition of the United States Pharmacopoeia.

I note your statement that the board is perfectly willing to pay for these articles, but that many proprietors absolutely refuse to sell them, after being informed of the purpose for which the purchase is desired.

Section 192 of the Public Health Law gives the State Board of Pharmacy power, among other things:

"g. To employ inspectors of pharmacy and to inspect during business hours all pharmacies, dispensaries, stores or places in which drugs, medicines and poisons are compounded, dispensed or retailed."

Section 197 provides that "all pharmaceutical preparations, sold or dispensed in a pharmacy, dispensary, store or place, shall be of the standard strength, quality and purity established by the latest edition of the United States Pharmacopoeia," and holds the proprietor responsible for the quality and strength of all drugs, chemicals or medicines sold or dispensed by him, except those sold in original packages of the manufacturer and those articles or preparations known as "patent or proprietary medicines."

Section 201, subdivision 3, provides that "any person who knowingly refuses to permit any member of said board or inspector of pharmacy or drug store, for the purpose of lawfully inspecting the same, or intentionally prevents the lawful inspection of any place in which drugs, medicines or poisons are retailed or dispensed or physicians' prescriptions compounded, . . . shall for such offense be guilty of a misdemeanor."

Subdivision 4 of section 201 provides that "any person violating any of the provisions of this article, in addition to, or irrespective of the punishment hereinbefore provided, shall forfeit to the State Board of Pharmacy the sum of \$25 for every such violation, which may be sued for and recovered in the name of the said board and shall be paid to the State Board of Pharmacy for its use."

Reading the above sections together, I think it entirely clear that it is the duty of the proprietor of a drug store to furnish to a member of the State Board of Pharmacy, or an authorized inspector thereof, samples of his goods, upon being tendered the purchase price therefor, and that in the event of his refusal to do so he thereby becomes liable both to criminal prosecution and to an action for the recovery of a penalty as above set out.

Very respectfully,
(Signed) JOHN CUNNEEN, Attorney-General.

Obituary.

GEORGE McDONALD.

George McDonald, a pioneer druggist of Kalamazoo, Mich., died at his home in that city on Monday, April 4. He was born in Canada in 1839, and removed to Kalamazoo over forty years ago, where he engaged in the drug business. He devoted the best energies of a trained and systematic mind to the practice of his profession, and was always interested in matters that pertained to its welfare. Mr. McDonald was a member of the Michigan State Board of Pharmacy, for four years acting as president, and was also a member of the American Pharmaceutical Association.

GEORGE A. TITTLE.

By the death of Geo. A. Tittle, which occurred at the Soldiers' Home, Kearney, N. J., on April 17, another link in the chain that binds us to the past is broken. Mr. Tittle was born in Beverly, Mass., and when a young man came to New York. He engaged as an apprentice to the drug business, and took the course at the College of Pharmacy of the City of New York, graduating in 1846. He filled several responsible positions with

the old firms of Aspinwall & Co., Rushton, and others, until April 11, 1859, when he enlisted in the United States Navy as surgeon's steward on the United States steamship "Brooklyn." He was discharged on October 10, 1861, re-enlisted on the United States steamship "Kearsarge" December 31, 1861, and served until November 1, 1864, when the "Kearsarge" went out of commission and he was honorably discharged. His length of actual service in the navy was five years and three months, 33 months of this time being spent on the "Kearsarge," and he served as hospital steward on that vessel when it sank the Confederate ship "Alabama" during the historic naval fight in the War of Secession.

Upon leaving the navy he engaged in business in his native town, but meeting with reverses in 1882 he again returned to New York. Just prior to enlisting in the navy he had been employed by Whitehead Bros., a drug firm on Greenwich street. After his return to New York he found that this firm had been succeeded by younger members of the family, and had removed to Jersey City. Having learned that one of the members of the old firm was still alive he called upon him, and after a few days' visit concluded to engage with the new firm. He remained with this firm until the business was sold in 1889. Shortly afterward he purchased a store on Van Horne street, Jersey City, which he conducted up to about two years ago, when breaking down with the infirmities of age, he very reluctantly, under advice of friends, sold his business and retired to the Soldiers' Home at Kearney, N. J., where he died April 17, 1903, at the age of 80.

Mr. Tittle was a true representative of the old time practical pharmacist, being extremely neat and accurate in all of his manipulations. He was of a very quiet and retiring disposition, and those who knew him loved him for his many admirable traits of character. He took a warm interest in pharmacy up to the time of his death, being an active member of the Jersey City Druggists' Association, and although his income was a meager one he promptly and cheerfully contributed his share in movements looking to the advancement of the profession. On retiring from business his name was continued on the roll of the association as an honorary member, and the association was represented at his funeral by several members. The deceased was unmarried, and the only surviving member of his family is an aged brother.

The funeral services were conducted in the post rooms of G. Van Houten Post, G. A. R., Jersey City, of which he was a member, on Monday evening, April 20, and were largely attended by members of the post and friends of the deceased. His remains were taken to his native town of Beverly, Mass., for burial.

Died.

ADDIS.—In New Orleans, La., on Wednesday, April 22, Dr. Samuel Addis.

CALDWELL.—In Lynbrook, L. I., on Thursday, April 30, George W. Caldwell, in the fifty-eighth year of his age.

CHOWNING.—In Shelbyville, Ky., on Thursday, April 30, Louis Chowning, in the sixty-third year of his age.

GALLAGHER.—In Savannah, Ga., on Thursday, April 23, Dr. Henry Gallagher.

KIRCHNER.—In New York, in April, A. F. Kirchner, traveling representative of the Fischer Chemical Importing Company. The deceased succeeded to the territory of the late Ed. Melnicke and was very popular with the trade.

LOYD.—In Pocomoke City, Md., on Sunday, May 3, Christopher C. Lloyd, in the seventy-first year of his age.

MULLER.—In Brooklyn, on April 16, after a brief illness, Prof. Gustav Müller, a member of the scientific staff of Merck & Co., New York, in the sixtieth year of his age.

PERRY.—In Brooklyn, N. Y., on Wednesday, April 29, James C. Perry, brother of Dr. Charles J. Perry, of the World Pharmacy, in the forty-fourth year of his age.

PROVANO.—In Atlanta, Ga., on Thursday, April 23, Dr. Ludwig S. Provano, in the forty-ninth year of his age.

STOESSIGER.—In Winters, Cal., on Tuesday, April 14, Arthur Frank Stoessiger, in the twentieth year of his age.

TYLER.—In Middletown, Conn., on Friday, May 1, David C. Tyler, in the fifty-sixth year of his age.

UBALTO.—In Eisenbach, Germany, on Friday, April 10, William C. Ubalto, of Beaver, Pa., in the thirty-ninth year of his age.

WOOD.—In East Providence, R. I., on Tuesday, April 28, Mason Bowen Wood, in the fifty-seventh year of his age.

Frank C. Stulzen, secretary of the New Jersey Pharmaceutical Association, desires us to announce that the thirty-third annual meeting of the association will be held at Asbury Park, N. J., on June 10 and 11, 1903.

GREATER NEW YORK.

Edward Hall, Sons & Co. have moved from Cedar street to 71 Pine street.

C. O. Bigelow has moved into his new store, at 106 and 108 Sixth avenue, a few doors removed from his old location.

The offices of the Eastern branch of the Lambert Pharmacal Company have been moved to 120 Front street.

Albert P. Corcoran, formerly with the William B. Riker & Sons Company, is now connected with Hegeman's, 200 Broadway.

A. H. Beardsley, of the Miles Medical Company, was in town last week accompanied by his wife. A. R. Beardsley, president of the company, recently returned from Europe.

A recent welcome visitor to New York was Josiah K. Lilly, the president of Eli Lilly & Co., of Indianapolis, who arranged while in town for the enlargement of the local staff of the company to meet a recent rapid increase in their business.

Wm. A. Hoburg, Jr., formerly connected with Fraser & Co., Fifth avenue, and later instructor in pharmacy at the New York College of Pharmacy, is now employed on detail work by the Maltine Mfg. Company, of Brooklyn.

J. F. Morrissey has moved from his old location at the corner of Myrtle avenue and Fulton street, Brooklyn, to 6 Myrtle avenue, a few doors removed. Reference to the sale of their old store to the cigar trust was made in a previous issue.

The Rosemary Pharmacy was incorporated at Albany on May 5 to do business in New York, with a capital of \$3,000 and the following directors: Franklin W. Poindexter, Samuel Winston and J. G. Carlisle, New York.

The firm of Sharp & Dohme have been incorporated under the laws of the State of New Jersey, with a capital stock of \$1,500,000 and the following directors: Louis Dohme, Sr., Charles E. Dohme, W. S. Gordon, E. L. Tamblin, Jacob Bergen and Ernest Stauffen.

The goods seized from the O. Porsch Chemical Company by the Customs authorities for undervaluation were sold at public auction recently. The goods consisted of chemicals, essential oils, etc. Not over twenty bidders were present. The entire lot was sold for less than \$200.

Nelson S. Kirk, formerly of New York, and now proprietor of the Beard Pharmacy, 168 Rutledge street, Brooklyn, has just returned from a vacation spent in Savannah, Ga. Mr. Kirk reports business quite brisk in the South, especially in the soda line. He was accompanied on the trip by Mrs. Kirk.

The Eastern office of the Abbott Alkaloidal Company is now located at 50 West Broadway, New York, formerly 93 Broad street. Their Eastern business has increased so rapidly within the last year, under the management of N. B. Harris, that large and more commodious quarters were necessary. Friends will receive a hearty reception from Mr. Harris at any time in the new home.

H. M. Wasself, who formerly conducted the pharmacy at Ninety-third street and Broadway, and is now proprietor of the store at 107th street and Columbus avenue, has just returned from a trip abroad. He made an extensive tour of great Britain and the continent of Europe, and appears to be much benefited by the respite from business cares which he was able to enjoy.

We were favored with a call last week from Frank Martin Bell, who is well and favorably known in Chicago wholesale and retail drug circles through his long and successful connection with the pharmaceutical department of Armour & Co. Mr. Bell made only a brief stay in New York, but found time to visit the Drug Trade Club and several of his business friends and acquaintances in the metropolis before returning to Chicago.

Early on the morning of May 6 Edgar S. Dodge, forty years old, who said that he was a druggist of Ashland, N. Y., was hauled out of the river at the foot of West Thirty-eighth street by George Bosch, who had been asleep on a coal-laden canal boat, and was awakened by the noise Dodge made while struggling in the water. Bosch first saw Dodge about thirty feet from the boat, and threw him a rope. When rescued Dodge said he could not explain how he got into the river. An ambulance was sent for and he was taken to Bellevue Hospital.

The N. Y. C. P. Alumni boys and the Greater New York druggists are all putting circles around the date Wednesday, June 10, on their calendars. This is the day of the Alumni outing, and from the reports of the committee in charge the outing this year is going to put all previous outings "down and

out." Among the special features are a larger band for dancing and supper music, and more games with valuable prizes for the ladies. The accessibility and appointments of Donnelly's Pleasure Park at College Point, L. I., have induced the committee to again secure these grounds. Free tickets, with further information, can be obtained from Nelson S. Kirk, chairman, 168 Rutledge street, Brooklyn, N. Y.

A good many of the larger retail druggists in the metropolitan district have made the acquaintance of E. A. Lessels, the genial and clever representative of Magnus & Lauer, who calls upon the trade in New York, New Jersey, Long Island and adjacent parts, to point out the superiority of, and get orders for, the line of essential oils, perfumery chemicals and related articles handled by the firm which he represents. Mr. Lessels has been in the employ of his firm for about five years, and in talking recently with a reporter of the AMERICAN DRUGGIST he spoke in a highly gratified way of the success which has marked his efforts in introducing the Magnus & Lauer specialties to the larger dealers.

Wm. Wynn & Co., who have been for many years on Fulton street, at the corner of Bond street, Brooklyn, removed their business to 44 Flatbush avenue, near Fulton street, on May 2. The last sale at the old stand was made at 7 o'clock on Saturday night, and they opened for business on Sunday morning at the usual hour in the new building. The new store is much larger than the old, has handsome fixtures of gold and oak, a large soda fountain, and is probably the best equipped pharmacy in the city. The business will continue under the old firm name, and is owned by the former partner of Wm. Wynn, James Vinnecomb. Wm. Wynn & Co. will undoubtedly hold all the old customers and will add a large number of new ones from the residential section just above their present location. We bespeak for them every success.

The Linton Pharmacy Company, proprietors of the drug store at Eighteenth street and Union Square East, are suing the subcontractors of the rapid transit tunnel for loss sustained owing to the operation of the work on the tunnel between Fourteenth and Eighteenth streets, in Fourth avenue. The Linton Pharmacy Company declared that it was doing a large business until the subcontractors removed the tracks of the Metropolitan Street Railway Company from the centre of the street, and placed them close to the curb line on the east side right in front of the drug store. Then a high fence was erected with a platform and trestle upon it, which prevented the access of carriages or wagons, and compelled even pedestrians to make a long detour to reach the store. The losses caused by this were estimated by experts at \$20,000. The case is now on trial in the Supreme Court.

Reid, Yeomans & Cubit, the popular retail druggists of Nassau street, celebrated their third anniversary in their well-equipped store on Thursday of last week. In all its details the celebration was one of the most elaborate ever given even in a New York pharmacy, and the way people streamed in and out of the store all day long showed that the affair "took well" with the public. Over 12,000 persons visited the establishment on that occasion. The place was beautifully decorated with flowers and the national colors. The firm regularly employs some 25 clerks, but a large number of additional clerks was engaged for the anniversary celebration. Two orchestras furnished music and vocal selections were also rendered. Another unique feature was a collation, which was served in the rear part of the store. Customers who made purchases were presented with numerous souvenirs, and the store was literally jammed with people from morning until late in the evening. The affair was a pronounced success in every way, enjoyable to the store's many patrons and visitors, and gratifying to the proprietors.

THE NEW YORK RETAIL DRUGGISTS' ASSOCIATION.

The annual concert and ball of this organization, which was held at Terrace Garden on Friday evening, March 20, was one of the most enjoyable and successful affairs socially in the history of the organization. The programme which preceded the dancing embraced songs by Dr. M. J. Polk, accompanied by his sons, twelve and fourteen years of age, one of whom played on the piano, the other furnishing an obligato accompaniment on the violin in a most artistic manner. Miss Katherine Hilke, soprano, and Leo Lieberman, tenor, also contributed a duet, and each in addition sang a solo. Among the invited guests were several members of the Board of Pharmacy and representatives of the pharmaceutical press. The affair shows that the organization is in a most flourishing condition, and if elegance of the costumes worn by the ladies is any criterion the much talked of hard times in the retail drug trade have not affected the members of the New York Retail Druggists' Association. A. Bakst acted as floor manager, with S. Harkaby and R. Goldberg as assistants.

Bowlers' Gala Night.

The Retail Druggists' Bowling Association of New York, had their fifth annual banquet and ladies' prize bowling on the night of Tuesday, April 24. The games were rolled at Starr's alleys and the banquet and dance at Arion Hall, Fifty-ninth street and Fourth avenue. Some fine prizes were awarded in the tournament. Mrs. Swann, the wife of S. V. B. Swann, secretary of the Manhattan Pharmaceutical Association, drew first prize, and had first choice of the presents. In addition to every lady receiving a prize there were special prizes for high standing in the tournament. Mrs. Swann got the first special prize for total number of pins in two games. The second prize for high score went to Mrs. A. J. Reeder, while the third prize for spares was awarded to Mrs. G. H. Hitchcock. These prizes were donated by Captain Schweinfurth. The fourth prize, donated by Otto Boeddiker for the highest number of strikes, was carried off by Miss Gibson.

The members and their friends were welcomed to the banquet which followed the bowling by President R. H. Timmermann. Among those present were R. H. Timmermann and Mrs. Timmermann; Fred Wichelns and daughter; A. J. Reeder and Mrs. Reeder; J. Maxwell Pringle, Jr., and Mrs. Pringle; George E. Schweinfurth; Mrs. Schweinfurth and Miss Gibson; Otto Boeddiker and Mrs. Boeddiker; George H. Hitchcock, Mrs. Hitchcock and Miss Hitchcock; B. R. Dauscha and Mrs. Dauscha; S. F. Haddad and Miss Leveridge; L. W. De Zeller and Miss De Zeller; A. J. Heinemann and Mrs. Heinemann; S. V. B. Swann and Mrs. Swann; C. H. White and Miss Hamilton.

The affair was enlivened with music and singing, Mr. Wichelns especially distinguishing himself, though "Willie" De Zeller carried off high honors, followed closely by Messrs. Pringle and Swann. The guests were also favored with a vocal selection by Miss Gibson, which was received with many marks of favor.

Conference on Poison Label Ruling of the New York Board of Pharmacy.

At the New York College of Pharmacy last Monday night a conference was held between the Eastern Branch of the State Board of Pharmacy and representatives of manufacturing pharmaceutical houses with reference to the labeling of poisons and preparations containing poisons. As stated in the last issue of the *AMERICAN DRUGGIST*, a controversy has arisen over the application of the poison-labeling provision in the State law, the point in question being whether manufacturers shall be required to label as poisons a long list of preparations which contain poisons in greater or less quantities. Besides the board members there were present at the conference Col. E. W. Fitch, manager of the New York branch of Parke, Davis & Co.; Thos. P. Cook, of the New York Quinine and Chemical Works, and H. N. Fraser, of the Fraser Tablet Triturate Mfg. Company. The matter was discussed at length. The manufacturers pointed out that to label all their preparations with a poison label would entail a great deal of extra labor and expense, and while they expressed a desire to comply with the law and the regulations of the State Board of Pharmacy, they hoped that the latter body would pursue a course that would be consistent with the statute and at the same time impose no undue hardship upon manufacturing pharmacists. No definite conclusion, however, was reached and another conference is to be held in the near future.

Trade Mark Lore.

Luther L. Miller, attorney and counselor-at-law, 1237-8 Monadnock Building, Chicago, has just published two booklets, entitled respectively *The Law of Trade-Marks of the United States and the Principal Foreign Countries*, and *Trade-Marks: A Book for Advertisers*, both of which are calculated to be of considerable importance to pharmaceutical advertisers and manufacturers. The booklets were published primarily for the clients of Mr. Miller and not for sale. The first named book contains a useful summary of the trade-mark laws of the principal foreign countries and should be of value to export dealers and manufacturers. Retailers and manufacturers who are interested in the subject are invited to write to Mr. Miller for copies of the two booklets, which will be distributed gratis to subscribers of the *AMERICAN DRUGGIST*. Although not asked for, we suggest the inclosure of a two-cent stamp with each request to prepay postage.

A tramp rang a doctor's doorbell and asked a pretty woman who opened the door if she would be so kind as to ask the doctor if he had a pair of old trousers he would give him.

"I'm the doctor," said the smiling woman, and the tramp left quickly.

WESTERN NEW YORK.

Trade Conditions Satisfactory—Continued Illness of D. M. Cowan—Buffalo Druggists Opposed to the Bostwick-Dowling Bill—Commencement Exercises of the Buffalo College—Flourishing Condition of the Institution—Buffalo Bowlers Visit Rochester and a Rabbit's Foot Saves the Day for Them.

(From our Regular Correspondent.)

Buffalo, May 6.—"Business is good" is the report of a Buffalo druggist in the business district. He may be a trifle more sanguine than the average, but it seems to be agreed that unless the weather is off the sales are satisfactory. As to the cut-price disturbance it is on more or less, and promises to stay spite of the efforts to throw it off that are steadily made by the committee of the Erie County Pharmaceutical Association. It seems that all possible action has been taken, but with only partial success. There are two big concerns that appear to delight in playing against each other, and they operate so that it is easy for one to accuse the other of cutting and then both fall in. A new cut off list was issued the other day. There were just two names on it, but neither of the two referred to. A downtown druggist says he finds very little difficulty in getting 85, 60 and 25 cents for his proprietaries, as the transient trade is not particular about 5 or 10 cents.

DESK CHANGES AT PLIMPTON, COWAN & CO.'S.

The continued illness of David M. Cowan, of the Buffalo wholesale firm of Plimpton, Cowan & Co., has made necessary some changes, which it is hoped will need only to be temporary. G. Schwab, Jr., who has been the east side salesman for some time, has taken Mr. Cowan's desk and turned his route over to James Cuffe. The death of the west side salesman, Eli Randall, has also called for a new man, and Thomas T. Tyson, well known to the trade and lately with the Pharmacal Drug Company, of Buffalo, has been engaged. Mr. Cowan has returned home after several weeks South and at the sea coast, but is not prepared to return to business yet. He feels pretty well, but his physician is not ready to let him plunge into work yet.

BUFFALO DRUGGISTS AFRAID OF THE BOSTWICK-DOWLING BILL.

Buffalo will take a hand in the opposition to the Bostwick-Dowling bill that was passed by the late Legislature. The city druggists appear to be very much afraid of it. They say it was originated apparently by the patent medicine men, and was aimed at substitution. When it failed in its original form the doctors took it up, the Buffalo druggists think, and tacked it on the prescription trade. With it a law they would be afraid to put up a prescription, for if they used anything called for but the original article going under the name they are liable under the act. They say they do not believe they could be convicted, in view of the universal practice in the matter, but they do not wish to stand trial to find out. There is not in these days a single proprietary article, especially if it goes into other preparations, that has not been evolved by local druggists who use their identical preparations instead, because they are cheaper. They do not believe the law can prevent their continuing in this practice.

COMMENCEMENT EXERCISES AT THE BUFFALO COLLEGE.

The annual commencement of the Buffalo College of Pharmacy took place, together with the closing exercises of the colleges of Medicine and Dentistry of the University of Buffalo, on May 5, with the usual ceremonies.

Following is the list of graduates: Herbert D. Atwater, Trumansburg; Eda M. Bennett, Howard; William A. Bennett, Gowanda; Elmer B. Blight, Geato, Ont.; Claude G. Garoy, Cattaraugus; Harvey F. Gull, Guelph, Ont.; David Griggs, Comstock, Ore.; Harlow J. Q. Howe, Phelps; Edward H. Hull, Westfield, Mass.; Sidney C. James, Greenfield, Mass.; Charles A. Kent, Erie, Pa.; Floyd M. Kline, Cobleskill; Gertrude C. Keenan, Olean; Oliver E. Lamb, Corning; Walter P. Maddock, Jr., Rochester; Earl McLouth, Franklinville; Walter D. Nash, Morrisville; Charles M. Rice, Watertown; Frederick G. Ritter, Buffalo; James H. Saunders, Belfast; Joseph M. Schmidt, Buffalo; Genevieve Searl, Franklinville; John A. Woodside, Canandaigua. The senior class list contains the names of several special students who do not receive full diplomas.

Following is the list of distinctions: The first honor goes to Mr. Schmidt, who receives the Peabody Prize of \$50 in consequence. Second honor is taken by Mr. Lamb, and other unclassified honors go to Messrs. Gull and James, and Miss Keenan.

The Junior list of honors is distributed as follows: First

honor, with faculty prize of \$25, to Ray V. Agrellus, Youngsville, Pa.; second honor to Mrs. Anna W. Richter, Buffalo; unclassified honors to J. L. Sherlock, Franklinville; Otto S. McKee, Lockport, and Julian I. Le Roy, Poughkeepsie.

All the Alumni and other special societies of the university held meetings and banquets as usual, so that the occasion was one to be remembered with pleasure, and is an indication of the general good feeling and flourishing condition of the institution.

At the last April meeting of the Western branch of the New York State Board of Pharmacy three pharmacist and seven druggist licenses were granted, as follows: Pharmacist, William A. Bennett, G. Claude Carey, Oliver E. Lamb; Druggist, Michael J. FitzMorris, John Q. H. Howe, John J. Hubertus, Norbet H. Johnson, Charles A. Kent, Louis J. Sciarrino, Clarence F. Walters, all of Buffalo, and mostly students of the college whose real residence is elsewhere.

A resolution was passed requesting the Erie County Pharmaceutical Association to call the meeting due on the first Wednesday of June for the election of a member of the branch, the term of Secretary Reimann expiring this year.

LUCK OF THE BUFFALO BOWLERS.

The occasion of the third annual banquet of the Rochester Pharmaceutical Association, which took place April 30, will long be remembered in the annals, though the rejoicing comes in largely from the Buffalo contingency, as will be explained. The Flower City druggists had invited the Buffalo Pharmacists' Club down to help make merry with them, much as the Philistines tried it on Sampson, so Captain Perkins took 11 good men and went down. There were also Assistant Captain Schreck, Strode, Reimann, Tyson, the two Anthonys, Porter, Connelly, Kelley, Monroe and Stellwagen. Absence of the Lockies made it look bad, and when the Buffaloes were turned in on a set of regular nine-pin alleys with a bulge down the middle line, it looked worse. A regular fox and stork sort of an entertainment, the visitors all said. "Let's go home," wailed Reimann, after he had failed to keep the ball on the hog-back. "Nit," commanded the captain, "We stay if we all go home in the ambulance." The first quarter showed Rochester 73 points ahead, and the second quarter looked like a lost battle till the boys began to warm up. Reimann remembered the rabbit's foot he had brought on his watchchain, and he began to rub it on the hands of his side. Rochester wondered what it meant, and missed the pins with squinting over to see. Result, Buffalo 155 ahead on the quarter, and the game actually won. It was lucky the alleys were in a back lot, or the howl that went up would have sent all the visitors to the station. Buffalo lost slightly each quarter after that, but was happy, winning the game by 56 points. "It was the rabbit's foot that did it," said the captain on the way home. The banquet that followed was an elegant one, the Rochester Whist Club doing itself proud. Captain Oscar Lutt, who had led his men on so nobly, now gave way to Harry B. Guilford, who presided at the feast with all possible dignity and efficiency. There were some very neat speeches made, and before the Bisons took a late train for home it was arranged to play the return game in October, because it would be bad taste, the visitors thought, to beat Rochester twice right at the close of the season.

AROUND THE STATE.

The customs officials at Niagara Falls have seized 200 ounces of what appeared to be trional, but which under test was proved to be acetanilid.

The Canadian officials have been notified of the putting up of fraudulent goods in that country, and it is expected that a thorough investigation will be made. The Niagara Falls customs officials are willing to give the consignee an opportunity to explain his connection with the spurious drug. The Washington officials have also been notified, and it is highly probable that the 200 ounces of acetanilid seized will be destroyed on an order from Washington. The manufacturers and sole proprietors of trional are the Farbenfabriken of Elberfeld Company, with New York offices at 40 Stone street.

The Howarth-Ballard Drug Company is the name of a new drug incorporation at Utica. The firm are capitalized at \$60,000, with the following directors: W. Howarth, G. S. Ballard and E. A. Boyle, Utica.

Mr. and Mrs. Warren L. Bradt have returned to their home in Albany after an extended Southern trip. During their travels they visited nearly all the States south of Pennsylvania and east of Missouri. Mr. Bradt is widely and favorably known throughout the State as the secretary of the State Board of Pharmacy.

At the annual meeting of the Syracuse Druggists' Association, held last week, George E. Thorpe was re-elected president, and the following officers were chosen: W. B. Bissell, vice-

president; Mrs. Marietta Harmon, secretary-treasurer. E. L. Weston, Thomas Dalton and J. H. Coogan were elected to compose the executive committee.

It is noted that the wives of several of the Buffalo pharmacists are preparing to learn the business, and have already applied for apprenticeships, intending to take a pharmacy college course when they are sufficiently well advanced. The idea is in the main to qualify themselves for conducting the store in case of the death of the husband.

A Handsome and Well Arranged Country Pharmacy.

One of the most handsomely appointed pharmacies in Southern New York is shown in the accompanying illustrations giving interior views of the new drug store of W. J. N. Gervais,



Interior of the Gervais Pharmacy, Bath, N. Y.

in Bath, N. Y. Mr. Gervais' letter heads and office stationery bear the laconic inscription, "Gervais, the Druggist," in bold and distinctive type. The new store was opened on March 27 last, and the event was celebrated by the free distribution to customers of 1,000 carnations. The prescription case and wall fixtures are finished in white enamel, while the floor show cases are of mahogany. A hard wood floor and a handsome steel ceiling give a note of distinction to the store, which is lighted by Nernst electric lamps, over 500 candle-power being used. The soda fountain, which is shown in one of the cuts, is



Another View of the Interior of the Gervais Pharmacy, Bath, N. Y.

neat and elegant, and was turned out by the L. A. Becker Company, of Chicago. It is one of the latest models of their Twentieth Century Sanitary Fountains.

Mr. Gervais is a graduate of the Philadelphia College of Pharmacy, class of '90. For six years he traveled on the road as the representative of Hance Bros. & White, and he was also for some time the traveling representative of Lehn & Fink, covering a considerable portion of the United States and Canada. He is vice-president of the Steuben County Pharmaceutical Association and the secretary of the Bath Board of Health.

MASSACHUSETTS.

Boston Druggists Hear About Antitoxin Manufacture—State Manufacture Contrasted with Private Enterprise to the Disadvantage of the Former—Discussion About Trading Stamps—Moving to Abate the Evil—Liquor Licenses Granted and Refused.

(From our Regular Correspondent.)

Boston, May 6.—The April meeting of the Boston Druggists' Association, the last to be held until October, took place at Young's Hotel April 28. President Richardson secured a star attraction which brought out a large gathering of auditors. The lecturer was William W. Bartlett, Ph.G., and his subject was Antitoxin and Vaccine Virus, illustrated by lantern slides. Mr. Bartlett showed the present conditions under which these agents are prepared and traced the progress of this branch of science in the past few years. The material was secured by visiting three biological laboratories, those of Messrs. Parke, Davis & Co., the H. K. Mulford Company and that of the Massachusetts State Board of Health. Mr. Bartlett argued that the conditions at the last named plant were vastly inferior to those of the Parke, Davis and Mulford companies. Representatives from these firms were present. Mr. Bartlett was given close attention, a vote of thanks and much applause.

Perley B. Thompson, Ph.G., was elected to membership and George F. Kellogg was elected a delegate to the Boston Associated Board of Trade for a term of three years. Messrs. Orne and Davidson were elected delegates to the Massachusetts State Board of Trade for terms of three years.

MASSACHUSETTS BOARD'S SMALL PASS LIST.

The Board of Pharmacy held three examinations during April, but only three candidates were awarded the required percentage. These were Benjamin W. Iris, Brockton; Vahan H. Kavaljian, Boston, and John L. Burke, Fall River. Messrs. Kavaljian and Burke are M. C. P. men. Examinations will be held during May.

STATE HEALTH BOARD AFTER FACE LOTIONS.

The State Board of Health has been analyzing face lotions recently and has discovered several which fail to conform to the law. The list includes Mme. Rupert's Face Bleach, Soule's Moth and Freckle Lotion, Diamond Lotion, Mrs. McCarrison's; these contain corrosive sublimate, no poison label; Champlain's Liquid Pearl; contains a salt of lead; no poison label. Mary T. Goldman's Hair Restorer; a solution of silver nitrate; no poison label; Biborax, alleged to be a mixture of borax and soda; contains no borax. Two samples of "cure for the opium habit" contained large quantities of caffeine and morphine. The samples of drugs found to be adulterated by the last report were aqua ammonia fort, capsicum, cera flava, oleum limonis, oleum olivæ, sulphur lotum, sulphur præcipitatum and tinctura iodi.

LIQUOR LICENSES GRANTED AND REFUSED.

The Newton Aldermen recently granted 24 sixth-class liquor licenses to druggists. The Aldermanic committee which considered this subject reported that while they were satisfied that many druggists were conscientious and intended to obey the law, they were also of the opinion that the recorded sales far exceed those required for legitimate purposes. The committee recommend that the chief of police shall have the books of the various druggists examined once every month. The citizens of Revere are attempting to influence the Selectmen of that town not to grant any licenses to druggists. The following druggists have made application: Lester S. Norcross, of the Beachmont district; G. Everett Palmer, of the beach district; Smith Bros. and Charles B. Stevens, of Revere Centre.

The Board of License Commissioners have granted sixth-class licenses to nine Chelsea druggists: C. W. Freeman, J. P. Collins, J. F. Gilman, J. B. Naismith, W. A. Perkins, C. A. Tibbetts, W. T. Weldon, I. M. Ricker and W. S. Hall & Co. This is the first time for several years that druggists' licenses have been granted, and the board has had the matter under advisement for several weeks. One Hub store was refused a license because the proprietor was recently convicted for selling liquor and subsequently lost his Board of Pharmacy certificate.

The Malden Aldermen refused, by a vote of 4 to 3, to grant licenses to druggists for the first time in ten years. About 30 druggists petitioned for permits.

As a result of alleged negligence on the part of the City Committee on Licenses Cambridge druggists are without licenses. It is expected that the committee will report the licenses immediately.

TO ABATE THE TRADING STAMP EVIL.

The trading stamp issue is becoming important and its influence is being felt in N. A. R. D. circles, as those who

operate under the minimum schedule and who do not give away stamps are at a decided disadvantage in competing with those using stamps. The subject was discussed at length at a recent meeting of the down town organization, and the secretary was finally instructed to inform the State House authorities of the organization's approval of the pending bill which aims to do away with the evil. The subject is of such moment that Dr. Hoffman made a flying trip from New York last week to aid in straightening matters out. This bill has passed the House and has had its third reading in the Senate. It is said that Leominster druggists have started cutting on account of this nuisance.

An obnoxious amendment to the pharmacy law has met deserved defeat in the House. The clerks in the various trades have indorsed the bill now pending in the Legislature, which places the responsibility for selling adulterated goods upon the proprietors of the stores.

THE BOSTON BRANCH OF PARKE, DAVIS & CO.

Parke, Davis & Co.'s newest branch is located at 83 Washington street, North, Boston, and Henry Thornton, he of the curly hair, who is so well and favorably known all over the Eastern States, has been placed in charge. Mr. Thornton is one of the best known and most highly esteemed travelers in the eastern section of the United States, and has displayed evidences of much executive ability which will no doubt enable him to rapidly build up the business of the new branch.

DRUMMERDOM NOTES.

E. B. Andrews recently called on the trade in the interest of W. R. Warner & Co., New York.

W. H. Thomas has been booming the goods of F. R. Arnold & Co., New York.

E. F. Stout called on the trade a short time ago and talked up Violet's Perfumes, Paris, for F. M. Prindle & Co., New York.

T. M. Stewart recently carried away a large number of orders for R. H. Hoehn & Co., New York.

Mr. Muhlen's has been pushing the specialties of Muhlen's & Kropff.

C. Endes has just finished a trip here. He was booming essential oils for A. Chiriz, New York.

W. A. Raymond talked fancy goods a few days ago for Deitsch Bros., New York.

Mr. Hedley came from Montreal recently. He was looking after the interests of Evans & Co.

STATE DOINGS.

The Dr. Greene Nervura Company, of Portland, Me., have voted to increase their capital stock to \$2,500,000.

George B. Markoe has assumed charge of the laboratory of the United Drug Company, 43 Leon street, Roxbury.

Dennis A. Murphy, of the senior class M. C. P., has accepted a position with A. G. Rogers, Ph.G., Gloucester, and Mr. Graves, of the junior contingent, will enter the employ of J. F. Gilman, Chelsea.

The Hotel Somerset has been selected as the headquarters for the twenty-ninth annual convention of the National Wholesale Druggists' Association, which will be held in Boston, September 7-12.

Fred. F. Ayer, of New York, has tendered the city of Salem the gift of a monument in memory of persecuted Quakers. The estimated cost of the gift is \$53,000, and the city will undoubtedly accept it.

The Worcester North Association elected the following officers at the last meeting: President, R. W. Mayo, Gardner; vice-president and treasurer, Converse Ward, Athol, and secretary, R. D. Judd, Gardner.

W. B. Barry, the energetic salesman of the American Soda Fountain Company, has sold apparatus to Herbert Hackett, of Caribou, Maine, and to A. W. Keirstead, of Lisbon Falls, Maine. It looks as if business was very prosperous in his territory.

Fred. A. Hubbard is a member of the committee of the Boston Associated Board of Trade which deals with the United States Department of Commerce and Industries. At the last meeting of the board he read an instructive report on this subject. Mr. Hubbard represents the Boston Druggists' Association upon this board.

PENNSYLVANIA.

Anti-Cocaine Law Signed by the Governor—Several Proprietary Manufacturers Affected—Wholesale Druggists Not Affected—Text of the Law—News of M. N. Kline and C. F. Shoemaker—Red Cross Bowlers Go Down Before Quakers—Tale of a Tournament.

(From our Regular Correspondent.)

Philadelphia, May 6.—Governor Pennypacker has signed the bill relating to the sale of cocaine and articles containing cocaine. This bill will, it is believed, affect a number of proprietary medicines, and if the law is strictly enforced it may mean the closing up of several manufacturing concerns who use cocaine in their preparations. Some of the leading wholesale drug houses have had copies of the law printed, and these will in a few days be sent to all the druggists in this State. The law does not affect wholesale druggists, but it will bear heavily on the manufacturers as well as on retail dealers. The text of the new law follows:

An act regulating the sale or prescription of cocaine, or of any patent or proprietary remedy containing cocaine, and prescribing penalties for the violation thereof.

Section 1. Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania in General Assembly met, and it is hereby enacted by the authority of the same: That no person shall sell, furnish or give away cocaine, or any patent or proprietary remedy containing cocaine, except upon the prescription of a registered practicing physician, or of a dentist, or of a veterinarian; nor shall any such prescription be refilled; nor shall any physician, dentist or veterinarian prescribe cocaine, or any patent or proprietary remedy containing cocaine, for any person known to such physician, dentist or veterinarian to be an habitual user of cocaine.

Provided, That the provisions of this act shall not apply to persons engaged in the wholesale drug trade regularly selling cocaine to persons engaged in the retail drug trade.

Sec. 2. Any person violating any of the provisions of this act shall be sentenced to pay a fine of not more than \$100, and undergo an imprisonment of not more than six months, or both, or either, at the discretion of the court.

HOW THE DECISION IN THE PARKE SUIT WAS RECEIVED.

Owing to the fact that the text of the decision in the suit of John D. Park & Sons Company, of Cincinnati, against the National Wholesale Druggists' Association was not received by the drug dealers in this city in time for comment, your correspondent is unable to present the views of the trade. The news of the victory of the National Wholesale Druggists' Association was, however, received with manifestations of pleasure by the wholesale trade, and particularly by members of the National Wholesale Druggists' Association. M. N. Kline, who is chairman of the Committee on Suits, and takes a great interest in all legislation pertaining to the association, has kindly furnished your correspondent with a written statement of his views on the decision. [Mr. Kline's communication is given on another page in this issue.]

VIEWS OF C. F. SHOEMAKER.

Clayton F. Shoemaker, of the firm of Shoemaker & Busch, who was chairman of the Proprietary Committee of the National Wholesale Druggists' Association, expressed his gratification at the result of the long pending litigation. He said:

"Personally I am very much pleased with the recent decision of the Court of Appeals of the State of New York in the Park case for several reasons. As a recent chairman of the Proprietary Committee of the National Wholesale Druggists' Association my interest in the matter is naturally a little more keen and active than it probably would be if I had been holding only an ordinary place in the ranks. I welcome it chiefly, however, because in my opinion it is likely to mark the termination of a continuous period of costly and tedious litigation extending over eight or ten years. I am also much pleased because I believe the decision to be a just one. I have always considered that association work, to be effective, must be based on equity and justice, and I can see no hardship in obliging any one particular merchant to comply with the same terms and conditions that others are required to subscribe to.

"The decision just rendered is directly in line with previous decisions in the same case, all serving to establish the fact that, so far as judicial proceedings go, proprietary medicines are not considered on exactly the same basis as the ordinary necessities of life and that the proprietor has an undoubted right to fix his selling price. Whether this can be carried out successfully to a definite conclusion so far as completing the chain to the consumer is concerned is another matter; but at any rate it is a great satisfaction to know that the principle is lawful and correct.

"I am also pleased by the decision because it helps to establish the fact that unrestrained competition is not always necessary or even desirable, and that under certain conditions it is perfectly lawful to exercise certain forms of restraint. In this respect this decision is not only gratifying to the members of the National Wholesale Druggists' Association but likewise to the members of other associations who have followed or are following in our footsteps."

THE TALE OF A TOURNAMENT.

They came, they played, they lost. This is the whole story in connection with the bowling match between the J. & J. Red Cross team and the tournament team of this city. The J. & J. crowd came over in parlor cars and returned the best way they could. They bet their whole pile on the J. & J. team, and now they call them just plain jays. For the first time the Red Cross team suffered three successive defeats. All the games went to the Philadelphia drug bowlers, and many a high ball was used long after the game to celebrate the victory. The outcome of the match was one of the great surprises of the year. Even the home team were surprised, as against such formidable players they had not the slightest expectation of winning. Their success has given them great encouragement, and they are now practising and doing better work than ever. This team will go to Chicago, and they expect to make a big bid for the first prize. The team is as follows: C. Mooney, Mr. Silvey, C. E. Elston, Charles Wells, S. Wright and C. P. Donnel.

COLLEGE BOTANICAL EXCURSIONS.

The Wednesday botanical excursions, under the supervision of Prof. Henry Kraemer, of the Philadelphia College of Pharmacy, have been started. The first trip of the season was made on April 29, the place selected being Lafayette. While nothing new was discovered a good day's work was done. These excursions are not confined to students, but anyone desiring to join may do so. On May 6 a trip to West Chester Road was made. The party assembled at Sixty-third and Market streets at 2 P.M. On May 13 a journey will be made to Swarthmore; May 20, to Overbrook; May 27, the West Chester Road, and on June 3 to Haddonfield, N. J.

NEWS AND VIEWS OF THE TRADE.

C. Waldner has accepted a position with Blair & Ogilby at Nineteenth and Chestnut streets.

H. A. Nolte, Eighth and Race streets, who has been confined to his home with an attack of grippe, is convalescent.

Newton Butz, manager of Nolte's store at Atlantic City, has accepted the management of the soda water fountains at Willow Grove.

Charles Wagner is breaking ground at Fifty-fourth street and Haverford avenue for the erection of a new building, in which he will open a drug store.

H. B. Morse, Seventeenth and South streets, has grown taller and has a more important air about him. Cause—a little baby girl. Congratulations are pouring in.

Through inadvertence the name of Bernard H. Eichold was, as we are informed, omitted from the list of the successful students who graduated with the class of 1903 of the Philadelphia College of Pharmacy. Mr. Eichold is connected with the Mobile Drug Company of Mobile, Ala.

Walter F. Ware, who has been in Europe for the past two months, returned last Monday. While abroad he visited England, France and Germany, and established branch offices in London, Paris, Cassel and Berlin for the sale of Mizpah specialties and the Bandrache capping skins, which are manufactured in New York. Mr. Ware while abroad purchased a large amount of machinery for the manufacture of elastic hosiery. Since his return he has let out a contract for the construction of a four-story building in the rear of 512 Arch street. Mr. Ware was given a royal welcome on his return, his office being filled with potted plants and cut flowers.

Although within the shadow of "Billy Penn" on the City Hall, the drug store of Charles Leedow, 1403 Filbert street, was broken into on April 30, and the contents of the cash drawers emptied, as well as the telephone cash boxes. Entrance was effected by prying open the rear shutters and using a "jimmie" to open the doors leading into the laboratory. The robbers evidently acted in the belief that cleanliness is next to godliness, for besides helping themselves to money they took a number of cakes of fine toilet soap. On April 28 burglars attempted to break into Nelson Fry's store at Eighteenth and Arch streets. They were frightened off, but when pursued showed fight. They first shot the pursuing officer and then a milkman. They escaped and it is believed they were the same men who robbed Mr. Leedow.

OHIO.

Telephone Matters Still to the Fore—A Majority of the Trade Have Signed the New Contract—Telephone Company Practically Dictates Terms—Miss Cora Dow on the Miles Plan.

(From our Regular Correspondent.)

Cincinnati, May 7.—Up to the present time about 75 out of a possible 100 druggists who are members of the Ohio Valley Druggists' Association, and whose telephone contracts expired on May 1 last, have signed the pay station contracts drawn up by the City & Suburban Telephone Company, which allows the druggists no free calls and only 10 per cent. per month when the receipts amount to over \$5 for that length of time. If the receipts fall below that sum the druggists receive no returns for the use of the instrument in their places of business. Over 25 members whose present contracts expired on the first of the month have been given time by the telephone company to reconsider their determination not to sign the new contract. Despite the fact that a number of its members have agreed to the contract, while others are still holding out, those in authority say there will be no split in the association. It is, of course, generally understood among the members that there may arise some little difficulty, but the association as a whole will take no action in the matter as an organization. The telephones in three Cincinnati drug stores that were removed early in April because the proprietors would not agree to the telephone company's new contract have not as yet been replaced, and probably will not be for some time if the proprietors remain firm in their determination not to submit to the obnoxious terms of the contract.

Miss M. Cora Dow, proprietor of six cut rate drug stores in Cincinnati, who originated the cut rate movement in that city about ten years ago, has been discussing with a newspaper man the new serial number contract plan, which her rivals in business profess to believe will result in driving cut rate dealers out of the business. Among other things, she is quoted as having said: "I have heard that one manufacturer has gotten out an ironclad contract to prevent cutting the price of his goods, and I understand it is being pretty well lived up to, but I am still selling his product at cut prices. I was fairly well stocked up for spring business and already have plans for getting my fall stock." "How will you accomplish it?" she was asked. "It would upset the whole plan if I told you, but I believe I shall succeed. I just enjoy the fight and would not retire even if I had money enough to live independently. When I heard of the new scheme I made the remark that they were 'trying it on the dog,' after which other manufacturers may follow suit."

CLEVELAND NEWS.

Cleveland, O., May 5.—The Cleveland School of Pharmacy commencement exercises were held in Flynn-Froelk Hall on Wednesday evening, April 29. An excellent musical program was rendered during the exercises. The following constituted the graduating class: Neil Bright, John E. Cass, Fred J. Cermack, Arthur T. Hambly, Jacob R. Handmacher, Theo. A. A. Huebner, Alfred A. Oertel, I. E. Rosenberg, Carl A. Schultz, Carl A. Seibel, Edward F. Solka, J. L. Stingel and John G. Vorel.

Prof. H. V. Army, of the Cleveland School of Pharmacy, and Miss Catherine Smith, of Elyria, were united in marriage in April, and are spending their honeymoon in a Southern trip, with New Orleans as their destination. Many readers of the AMERICAN DRUGGIST will recall Mr. Army's name as a contributor of scientific articles to this journal. Among the articles was one that was of special value to the pharmacists—viz.: "The Manipulation, Preservation and Therapeutic Value of Medicinal Waters."

The Ohio Valley Druggists' Association will follow its annual custom this year by giving a big outing some time in June. The committee in charge are making active preparations for the event, but have not yet selected the point where it will be held. It is expected that many members throughout the Ohio Valley will attend.

George Voss, vice-president of the Ohio State Board of Pharmacy, leaves Sunday for Columbus to attend the annual meeting of the board on Monday, when officers will be elected for the ensuing year. Mr. Voss' many friends are anticipating his election to the presidency.

The Ohio State Board of Pharmacy meets in Columbus May 12, 13 and 14 to examine the applicants for registration as licensed pharmacists.

C. S. Walsh, of the Surgical Appliance and Truss Company, has accompanied the Cleveland Grays on a tour to the Pacific Coast.

ILLINOIS.

Success of the Movement to Bring Doctors and Pharmacists Together—Chicago Druggists Enthusiastic Over It—Anxious to Have Their Plan Tried Elsewhere—Back to the Pharmacopœia—Chicago College Commencement—List of Graduates and Honor Men.

(From our Regular Correspondent.)

Chicago, May 4.—The plan for bringing druggists and doctors nearer together put into practice by the Hyde Park druggists, comprising the fourth auxiliary district, has proved so successful that they are anxious to have the same idea tried elsewhere. The plans had been worked up long and carefully by the members of this organization. There had been many things which had worried the retailers, and they decided to have matters straightened out if possible. They gained practically all the points in view, and at the end of the banquet one of them remarked: "We found that we were not so far apart as we thought we were." The banquet took place at the Chicago Beach Hotel, where 150 sat down at the tables. There were a number of well-known physicians among the guests. The forces of the druggists were reinforced by Messrs. Straw, Wooten, Gale, Wright and Rounds, who represented other sections of the city. All hands sat down to the banquet at 7, and at 9 the speeches began; they were continued without a break until 12.30. Mr. Bodemann made an able toastmaster. The main thing aimed at was to induce the doctors to use National Formulary preparations instead of proprietary compounds. The practice of making counter prescriptions and of substituting was also taken up. Walter H. Gale moved that a joint committee be appointed, consisting of both druggists and doctors, in order that a plan of action which would enable them to get along better might be adopted. One of the doctors said in his speech "physicians ought to get away from the manufacturers' price-lists and go back to the Pharmacopœia."

MR. CABELL OFF FOR EUROPE.

Robert H. Cabell, manager of the beef extract department of Armour & Co., left to-day for New York, and will sail on the "Deutschland," Thursday, May 7, for London. After a business conference at that point he will go to Hamburg, Vienna, Budapest, Milan, Rome, Naples and Geneva. The great house of Armour & Co. employ traveling representatives covering Germany, Austria, Italy and France, under the management of the London office, and this office is under the management of Mr. Cabell, from this city.

It was a saying of the late P. D. Armour that no general could fight his battles alone; that he must depend upon his lieutenants, his success depending upon his ability to select the right man for the right place, which leads us to say that in selecting Mr. Cabell for the manager of the beef extract department he secured a man of excellent judgment and executive ability. Mr. Cabell commands the respect of everybody on his staff, and succeeds in getting the best out of each. Mr. Cabell will be absent two months on this tour of inspection, and during his absence the department will be under the management of John S. Cass.

DEGREES GRANTED BY CHICAGO COLLEGE OF PHARMACY.

At the forty-third commencement of the Chicago College of Pharmacy, which took place in Steinway Hall, April 23, a large class received degrees. The salutatory was delivered by August H. Bauer, and Prof. C. S. N. Hallberg followed with an address on The Materia Medica of Christian Science; President Andrew S. Draper, of the University of Illinois, conferred the degrees. Several prizes were awarded, and George W. Pulford closed with the valedictory. There was a banquet in the evening at the Palmer House, at which Frank S. Hereth was toastmaster.

THOSE WHO GRADUATED.

The names of the members of the graduating class follow: William Killian Ansoorge, Green Bay, Wis.; August Harvey Bauer, Chicago; Carolyn Francis Beardsley, Highland Park; Hal Neuton Calhoun, Cairo; John Dixon Charters, Ashton; Sidney Alvaro Denis, Centuria, Wis.; Oscar Albert Fritz, Chicago; William G. Hermann Hagemann, Quincy; Henry Timothy Hatton, Montrose, Iowa; Albert Philip Henke, Aurora; Harry Alling Hood, Chicago Heights; Otto Hironimus, Mount Vernon, Ind.; Henry Jurgen Huwald Jeronimus, Duluth, Minn.; Samuel Vansant Justus, Chicago; John Martin Kappus, Chicago; Emil Jan Karlovsky, Chicago; August John Koepsell, Mayville, Wis.; Victor Emanuel Lawrence, Chesterton, Ind.; Charles Stephen Marshall, Watonga, Okl.; Frederick Hugo Meyer, Chicago; Carl Frederick Mick, Neillsville, Wis.; Walter Raymond Montgomery, Waterloo, Wis.; George William Pulford, Savanna; Joe Griffith Rigg, Plankinton, S. D.; Charles Henry Schafer, Marietta, Ohio; Michael Albert Sheblessy, Chicago; Joseph

Richard Shinnick, Watertown, Wis.; Harry Edgar Stadelmann, Mazomanie, Wis.; Charles Nicolas Storkan, Wilber, Neb.; Fritz Voss, Chicago; Harry Withycombe, Corvallis, Ore.; Ralph Foster Bogue (Class of '01), Chicago; Cyril John Delbridge (Class of '01), Chicago; John William Drewitz (Class of '02), La Salle; Frank William Kraemer (Class of '01), Chicago; Christ Jensen Orbesen (Class of '02), Chicago; Lee Murray Pedigo (Class of '02), Augusta, Ga.; George Saxe (Class of '01), Albion.

Wm. G. Hermann Hagemann, C. H. Schafer, H. E. Stadelmann and Harry Withycombe carried off the class honors.

Certificates were issued to the following, who will receive the degree when the required age and practical experience are attained: Lewis Lambert Alkire, Chalmers, Ind.; Henry John Schmitt, Henry Stulik and David Zamentowsky, Chicago.

LICENSED BY THE ILLINOIS BOARD.

At the examination held by the State Board of Pharmacy in Chicago, April 14-15, 1903, the following passed as registered pharmacists and assistant pharmacists:

REGISTERED PHARMACISTS.—A. H. Bauer, V. C. Free, J. Gothard, L. R. Gorton, E. W. Hogan, H. Jertelius, S. V. Justus, H. J. Jeronimus, A. J. Koepsell, V. B. Kovarik, J. G. Levinson, S. E. Perlow, E. S. Pitzer, J. G. Rigg, J. R. Shinnick, W. Smale, M. A. Shebleske, F. J. Welch, M. F. Werber, all of Chicago. A. M. Corbus, Waukegan; W. H. Galbraith, Mt. Carmel; W. G. H. Hagemann, Quincy; C. F. Nelson, Rockford; E. J. Sanders, Jacksonville; S. S. Vick, Marion; F. J. Wenban, Lake Forest.

ASSISTANT PHARMACISTS.—C. D. Boring, R. M. Converse, C. R. Clothier, J. M. Donahue, H. T. Hatton, M. J. Isaacs, E. J. Jacobs, F. C. Jessup, A. F. Kohn, E. G. Knudson, J. F. Kouba, W. L. Mitchell, L. J. Nadherny, G. M. Porter, J. L. Ross, L. Scheffel, A. C. Shennum, C. A. Stach, E. Stuchlik, W. Tanquary, J. G. Timmermier, C. Vleck, R. C. Webster, F. G. von Zelewski, all of Chicago. B. L. Breithaupt, Peoria; D. Cozad, Decatur; L. A. Dickhut, Quincy; W. B. Hattenhauer, Streator; A. L. Hill, Yorkville, H. F. Jacob, Harlem; H. E. Lebo, Rockford; J. N. Modaff, Aurora; B. A. Pearce, Oswego.

The next meeting of the Board for examination will be held in Room 3, State House, Springfield, May 12, 1903, 9 a.m., the one following in Chicago, August 11, 1903.

L. T. Hoy, secretary, desires us to announce that new applications must be on file in the office in Springfield at least ten days previous to the date named. Under no circumstances will this rule be varied from, and no one will be given the examination who has not complied fully with these requirements. Affidavits from registered pharmacists of time service must be filed at least three days before the examination. The following resolution will be rigidly enforced:

"Great inconvenience being caused by applicants not appearing on time, be it resolved, that from this date all applicants who are not on hand when roll is called will be excluded from examinations and must wait until they learn to be prompt."

All communications should be addressed to L. T. Hoy, secretary, Springfield.

CHICAGO AND WESTERN NOTES.

F. L. Stanley has sold his store at Nodaway, Iowa.

At Ashton, Neb., L. I. Bogen has succeeded Bogen & Ojendyk. Long & Vining, Ponca, Neb., have sold out to W. M. Mahoney.

At Leon, Iowa, W. E. Myers has been succeeded by W. E. Myers & Co.

F. H. Nally has been succeeded by Klaun & Co., at Blue Ridge, Mo.

At Hedrick, Iowa, the Hedrick Drug Company have secured the business of R. Weller.

T. G. Robertson & Co. have bought the store of T. G. Bernard & Co., at Aurora, Mo.

G. P. Wiesel, Fairbury, Neb., was one of those who lost heavily in a recent fire there.

A. T. Jones, of Berlin, Wis., was a recent visitor to Chicago wholesale houses.

Charles P. Allaire, of Allaire, Woodworth & Co., Peoria, Ill., who is now living in San Antonio, Texas, was in Chicago during last week.

The offers received at the advertised sale of Lord, Owen & Co.'s effects were so unsatisfactory that the sale was postponed until May 20 when a public auction will be held. A bid of \$77,000 for the entire stock was received.

Hoyt Bros., who recently sold their Chicago store, are about to open a new store at Freeport, Ill. They have purchased a

handsome set of fixtures, and will have a first-class establishment.

W. R. Goodsell, of the traveling staff of Lazell, Dalley & Co., was in Chicago last week for a line of new samples. Mr. Goodsell covers Wisconsin and Minnesota for his house; he was formerly under the management of the New York office.

D. P. Hart, of the Gordon Chemical Company, and A. E. Whiting, manager of the glycerin department of the Grasselli Chemical Company, of Cleveland, Ohio, have been with us for a number of days and carload orders have been the result.

Jack Gleichmann, of Rosengarten & Sons, was in Chicago last week, looking up orders for chemicals, but cut his stay short, as his bosom friend, Robert Cabell, was about to sail for Europe.

"Grover Cleveland" Healy, who covers Ohio and Indiana for the house of Johnson & Johnson, writes from Lima, Ohio, saying that his business is so heavy that he has to buy lead pencils by the gross. Mr. Healy has covered this territory for over ten years, and during that time has accumulated a lot of money, which is well invested in Ohio.

C. H. McConnell, president of the Economical Drug Company, left to-day for a tour of the Southern and Western cities, and will be absent about six weeks, visiting St. Louis, New Orleans, Chattanooga and Atlanta, after which he will go to Washington and New York. Mr. McConnell is at the head of the finest drug store in Chicago, and is continually looking for new ideas to keep his establishment in the lead it holds.

Alexander Harris, Chicago manager for Johnson & Johnson's office at 47 Franklin street, has removed his residence from Vincennes avenue to 4404 Berkley avenue, telephone Drexel 8153. Mr. Harris thinks the days are not long enough so he spends the greater part of his evenings at the 'phone taking orders. Mr. Harris is known as the greatest baseball "fan" in Chicago, and he entertains many of his customers at the American League Park on the South Side.

I. Platt, who has a pharmacy at 809 South Ashland avenue, brought an action against the Sterling Remedy Company, as they refused to pay him \$60 due on the rebate plan. Judgment was given in his favor by Justice Hurley, but an appeal was carried by H. L. Kramer to a higher court, and on May 4 it came up before Judge Kavanaugh in the Circuit Court, who confirmed the decision of the lower court. Mr. Kramer's claim was that the goods had been sold at cut prices, and that Mr. Platt had done some little jobbing on a \$350 quantity.

Two of the most beautiful soda fountains in the country will be installed this week by the L. A. Becker Company, of this city, manufacturers of the Twentieth Century Sanitary Fountain. One is a \$12,000 creation especially for the Scholtz Drug Company, of Denver, and the other a \$6,000 "Cleopatra" for the Boyson Drug Company, of Cedar Rapids. Your correspondent was greatly impressed with the exquisite originality of both designs in fountain architecture, both being radical departures from the long accepted style of apparatus commonly seen, as well as by the scientific accuracy with which the sanitary ideas are carried out. As may be imagined competition was very keen for both these orders, and the Becker Company construe the result as a great victory for the outside sanitary bottle system which is an essential part of Twentieth Century Fountain construction.

A Silver Jubilee in Missouri.

St. Louis, Mo., May 4.—The Missouri Pharmaceutical Association will hold its twenty-fifth annual meeting at Pertle Springs on June 9, 10, 11 and 12. This health and pleasure retreat is located just beyond the city limits of Warrensburg, and has become very popular as a summer resort and place for State conventions. R. L. Hope, of Centralia, is the silver jubilee president of the Missouri Pharmaceutical Association, and has been active in the interests of the coming meeting since the day of his election last June.

Ex-President Paul L. Hesse, of Kansas City, has charge of the entertainment feature, as chairman of the association. He is now securing prizes and, in consultation with his associates, arranging a programme which is expected to eclipse all previous efforts in the direction of entertainment and amusement. Last year several purely pharmaceutical contests, such as pill making, powder folding, etc., were on the list, and some Missouri pharmacists and clerks have been practicing during the past winter, with a view of securing the prizes in such work next June.

Prof. Francis Hemm, of St. Louis, is chairman of the committee on papers and queries, and reports a fine programme in prospect. A railroad rate of one fare for the round trip and hotel rate of \$2 per day are among the special concessions promised delegates.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, May 9, 1903.

TRADE conditions continue very satisfactory, a good demand being experienced for nearly all varieties of staple goods, and the market is characterized by a firmer undertone, which is shown by the upward tendency of values. The fluctuations in prices during the interval since our last report have been rather more numerous and the changes have been mostly in an upward direction, there being comparatively few changes of a lower character to report. The bark sales at Amsterdam on Thursday last resulted in a decline of about 6 per cent., notwithstanding the fact that the quantity put up for auction was only about half as large as the average offerings at the three preceding sales this year, and quinine is easier in consequence, though no change in price was announced up to the hour of going to press. An early reduction is, however, anticipated. Holders of codliver oil manifest continued firmness and prices have been further advanced since our last, the market having recovered from the apparent depression noted at the time we went to press with our previous report. Menthol is characterized by considerable activity and the market is very firm in view of the limited supply available here and a reported scarcity in Japan. The revised prices are still below the parity of London and Hamburg, though about equal with the quotations ruling at primary sources, lay down cost considered. Opium shows no improvement; the volume of trade is checked by the caution shown by those requiring supplies. As noted above the price changes are largely in the interests of holders and the indications point to a possible further improvement of values during the remainder of the month. The following are the principal fluctuations of the fortnight:

HIGHER.

Codliver oil,
Menthol,
Silver nitrate,
Tartaric acid,
Cream of tartar,
Rochelle salt,
Seldlitz mixture,
Nux vomica,
Cassia oil,
Clove oil,
Sarsaparilla, Mexican,
Senega root,
Sassafras bark,
Soap bark,
Simaruba bark,
Celery seed,
Colchicum seed,
Wormseed,
Chloral hydrate.

LOWER.

Alcohol,
Bergamot oil,
Lemon oil,
Castor oil,
Chicle,
Balsam Peru,
Cacao butter,
Carthagena ipecac,
Canary seed.

DRUGS.

Alcohol has further declined as the result of competition, and \$2.40 is now named as the inside price for 10-barrel lots, less the usual rebate of 2c. Jobbers report a rather freer run of orders.

Balsams.—Copaiba is jobbing fairly within the range of 38c to 50c as to quality. Importers quote 37½c to 40c for Central

American, and 45c to 50c for Para. Fir, Canada, sells only in a jobbing way, and quotations are largely nominal, the market range being \$3.15 to \$3.60; Oregon held at 65c to 75c. Peru has been irregular and unsettled. After a decline to 95c to \$1.05, the market settled down a little and prices advanced 2c, leaving the current quotation at 97½c to \$1.05. There is some competition for business in this article. Tolu is not quotably lower, though the tendency of the market appears to favor buyers; quoted 28c to 30c.

Barks have shown no action of special importance. Buckthorn held at 4½c to 5c; Cascara sagrada, 13c to 14c. Sassafras is scarce and quotations are higher at 8c to 15c. Soap is scarce and wanted, and 8c is now an inside figure for cut, whole being almost entirely out of market. Simaruba is very firm in view of scarcity, holders now asking 55c. Prickly ash continues in light supply and holders are firm in their views at 30c to 40c, as to quality and quantity.

Belladonna leaves are easier owing to recent arrivals and some slackening in the demand, with the quotations now 10c to 12c, as to quality and quantity.

Buchu leaves, short, are reported as jobbing fairly and values are well sustained at 24c to 27c, as to quality.

Cannabis indica is in improved position and spot quotations have been advanced to 90c to \$1.

Cantharides, Russian, are tending upwards in consequence of scarcity, though prices are not quotably higher, 62c to 65c being yet named; Chinese held and selling at 89c to 40c.

Castor oil has undergone a further decline, the range from manufacturers being revised to 10c to 10¼c for No. 1 in bbls.; 10¼c to 11¼c for No. 1 in cases, and 9¼c to 10¼c and 9¼c to 10¼c for No. 2 in bbls. and cases, respectively.

Coca leaves are firmer, Truxillo being held with considerable firmness at 18c.

Chloral hydrate is firmer, and some holders have advanced their quotations to the range of 85c to 90c for crusts and crystals, respectively. The advance is not being generally observed, there being sellers in a regular way at 80c and 85c, respectively.

Cocaine maintains its firm position under the influence of a good consuming demand and strong primary market for raw material; quoted \$4 to \$4.20, as to quantity.

Codliver oil is held with increased firmness, and we hear of sales at as high as \$135, and \$150 is named in some quarters for choice oil, which would seem to confirm recent statements regarding the unfavorable statistical position of the oil at all points. Only limited quantities are offering at the present high range.

Cubeb berries continue held and selling at the range of 8c to 9c, and 11c to 14c for whole and powdered, respectively, and a fair business is passing at these quotations.

Ergot is in rather dull and unsatisfactory condition, but prices do not vary from 32c to 34c for German, and 33c to 35c for Spanish.

Horehound herb is advancing in the foreign markets, and holders here have advanced their range to 4¼c to 5c.

Menthol has attracted considerable attention during the interval, and the small available supply has been closely concentrated as a consequence of recent operations. Nothing now offers below \$7.50, which is the inside quotation for quantities. In a jobbing way as high as \$8 is asked, but only small sales are reported at the quoted range, the higher figures having apparently checked the demand.

Nux vomica is scarce and wanted, and for the small available supply, which is closely concentrated, quotations have advanced to 3¼c to 3½c, as to quality and quantity.

Opium is a shade firmer, but the market is in a very unsatisfactory condition as the trade are not operating in excess of jobbing quantities. The primary markets also are reported dull and featureless. Meanwhile holders are not anxious sellers and values are maintained at \$2.95 for single cases and \$3 to \$3.05 for broken lots. Powdered is finding a steady sale at prices within the range of \$3.60 to \$3.65.

Quinine is selling in a small way at the previous quotations of manufacturers, say 26c for bulk in 100-ounce tins, and German 1c lower. Higher prices were predicted for bark at Thursday's auction sale in Amsterdam, but even with a lighter offering than previous sales the average prize realized marked a decline of about 6 per cent. An easier tone has been imparted to the local market and little business of importance is being transacted. Prospective buyers are anticipating a decline in value and important inquiry is consequently checked. From second hands we hear of sales of Java at 22c, and the quotation of 25c for German could, it is said, be shaded on a firm bid.

Saffron, Spanish, is quiet, but values are fairly well sustained at the previous range of \$6.50 to \$7.50; American is firmer and 28c to 30c is named, the lower figure being the inside quotation on original packages.

CHEMICALS.

Acetate of lime is in good demand and values are well sustained at the range of 1.40c to 1.45c for gray, and .95c to 1c for brown, as to quantity.

Alum is without special change. A moderate jobbing demand prevails with sales at 1.65c to 1.70c for lump, and 1.75c to 1.80c for ground, as to quality and quantity.

Bleaching powder is reported in active consuming demand, and we hear of some large sales of domestic at 1c to 1¼c; English quoted at 1¼c to 1½c.

Blue vitriol is nominally unchanged at 5¼c to 5½c, but some small lots have changed hands at a fraction under the inside quotation.

Cream of tartar is higher, the revised range from manufacturers being 24¼c to 25c for powdered. The advance is attributed to the increase in cost of crude material, and an expected shortage of argols due to the destruction of the growing grapes over a large area by recent severe storms. The preparations of cream of tartar are revised to a higher range in sympathy, and details are given under the respective items.

Pyrogallie acid is without important action though reported somewhat firmer at the quoted range of \$1.00 to \$1.70.

Rochelle Salt is higher in sympathy with the recent improvement in cream of tartar derivatives, and 19½c is now named inside for 5-bbl. lots.

Salicylic acid is in moderately active demand and firm at 32c to 34c.

Seidlitz mixture is higher in sympathy with the advance in cream of tartar, and manufacturers now quote 16c to 16½c, as to quantity.

Silver nitrate is higher in sympathy with the increased cost of the metal, and manufacturers now name 34¼c to 38c, as to quantity, the inside figure for lots of 1,000 ounces or over.

Tartaric acid was advanced shortly after we went to press with the previous issue, and manufacturers now offer in a limited way only at 30¼c to 30½c for crystals, and 30½c to 33¼c for powdered, usual terms.

ESSENTIAL OILS.

Anise is meeting with only a limited jobbing demand, as is usual at this season, but values are fairly well sustained, the wants of the trade being met at \$1.05 to \$1.10, as to quality and quantity.

Bergamot is somewhat firmer, in sympathy with the tenor of advices from Messina. We quote the range at \$2.10 to \$2.25.

Cajuput is steady with a moderate outlet of stock at 53c to 60c.

Cassia is firmer and higher owing to increased demand and higher markets abroad; the range for 75 to 80 per cent. oil is now 67½ to 70c, while lower grades are held at 60c to 65c.

Citronella is scarce and wanted, and while low grades are offering at several cents under the quotations for prime quality, the goods are not of desirable quality, and 22c to 24c is generally named for pure.

Clove is held with more firmness at the recent advance, dealers now quoting uniformly at 60c to 62c for cans, and 62¼c to 65c for bottles. The advance was made possible by an agreement among the principal dealers, and was long expected in view of the higher price of spice.

Lemon is weak and neglected, with prices largely nominal though recently fixed at a decline to 65c to 70c. Advices from Messina indicate a very dull market owing to lack of demand, but the opinion is entertained that prices will advance during the summer months.

Peppermint has undergone no material change since our last. The market has rather quieted down but prices are not quotably changed, though buyers and sellers seem to be getting nearer together. We hear of sales of case lots of H. G. H. at \$3.25, and while \$3.25 is named for bulk it is understood that \$3.15 and even less will buy.

Sassafras, natural, is held with considerable firmness at 41c to 45c, as to quantity, while artificial is held and selling at 27c to 31c.

Wintergreen, artificial, is a trifle unsettled owing to competition, and quotations are largely nominal at 38c to 42c.

GUMS.

We have few changes of consequence to report in this department. A moderately active demand is experienced for the general line of druggists' gums, the tendency of values on the mucilaginous varieties being upward. Chicle is fractionally lower but prices generally throughout the list are unchanged and fairly steady.

ROOTS.

Alkanet has eased off a trifle in the interval, and sales are making at a decline to 5¼c to 6c.

Blood root is in light supply and firmer, with 10c now named.

Calamus, bleached, continues scarce and wanted, and holders decline to shade 35c.

Gentian is in better supply and prices are fractionally lower, the revised quotations being 4¼c to 5c, as to quality and quantity.

Golden seal is maintained with a fair show of firmness at 54c to 55c, and we hear of one or two sales at the inside figure.

Ipecac, Carthagena, is in improved demand and firmer. Most holders now quote at an advance of 5c.

Sarsaparilla, Mexican, has been in improved demand, and sales are making within the range of 7c to 7¼c.

Senega, Western, has developed a firmer tendency, and 90c to \$1 is now generally named, with sales at this range.

SEEDS.

Anise, of the new crop, is held and selling at 9¼c to 10c.

Canary offers more freely at the recent decline, the sales of Smyrna and Sicily being at 3¼c to 4c.

Caraway is held with more confidence owing to unfavorable reports from producing points, and an early advance is looked for.

Celery continues to show an advancing tendency, and up to 8¼c is asked in this market for sifted, though limited quantities are yet obtainable at 8c.

Colchicum is in light supply, and holders now quote at an advance to 40c to 45c, all the cheaper lots having been taken up.

Wormseed is in increased demand and firmer owing to scarcity. American is only obtainable in limited quantities at 20c, while 15c is named for Levant.

HINTS TO BUYERS.

"Red Clover" blood purifier, put up by D. Needham's Sons, Chicago, has been on the market 40 years and needs no introduction. The terms insure large profits, and attractive advertising matter is furnished on application.

Beef tea, bouillon or soup, of delicious flavor and full of nutrition, is made simply by dropping one of Anker's bouillon capsules in a cup of hot water. They are fast sellers. Try them. The Royal Specialty Company, New York, are the sole manufacturers.

The Atlanta Show Case Company, of Atlanta, Ga., are probably the largest manufacturers of showcases in the South. They make fine substantial goods at low prices. Their illustrated catalogue and prices will interest all who contemplate buying.

Haber's Magic Coloring for changing the color of the hair is an excellent preparation. One or two applications without the use of any other preparation or wash will turn the hair to a natural brown or black. It is a vegetable compound tincture of roots and herbs, and is highly recommended.

The Coe Mfg. Company, of 50 Warren street, New York, invite the trade to send for an illustrated list of their goods. They are well known as manufacturers of nail and cuticle files,

nail clips and "Perfect Point" tweezers. The goods themselves may be obtained from the jobbing trade.

A very handsome 8 x 12 show card in colors is contained in the new style box of Thomas' superfine whiting, which is sold to the trade at 75 cents per box of two dozen packages, and may be sold to the consumer at a good profit. All jobbers carry this article in stock, together with the famous Thomas' English prepared chalk.

The druggist who does not carry Antiphlogistine in stock is neglectful of his business opportunities. The success of this article partakes of the phenomenal. Its success in medical practice is based on the best of reasons—that it is really effective where indicated. Not only is it popular in America, but all over the world. Not to have it on hand is to be behind the times.

The Henry H. Sheip Mfg. Company, of 529 Columbia avenue, Philadelphia, are reckoned as headquarters for white wood, bass, oak, ash, etc., syringe boxes, as well as for any other form of fancy wood boxes used in the drug or kindred trades. Estimates and samples will be furnished on application, and fine work, low prices and prompt shipment are guaranteed.

Randall's grape juice is the pure juice pressed from ripe Concord grapes prepared and bottled without fermentation. It is put up by an entirely modern and hygienic process, and contains all the health-giving properties of the grape. The Pasteur method of sterilization is employed for keeping the juice in its unfermented state. For prices address Chautauqua Fruit Company, Ripley, N. Y.

Literature on an interesting line of German chemical and pharmaceutical products may be obtained upon application to the Fischer Chemical Importing Company, 14 Platt street, New York. As it is an important part of the modern pharmacist's work to keep in touch with new remedies, this suggestion should bear fruit. A portion of their line will be found enumerated in the advertisement of the company in this issue.

All jobbing druggists carry the line of impervious wood boxes known as "Mount Washington." These goods are made in black walnut and silver poplar, and in sizes from ¼ ounce to 16 ounces. They are absolutely impervious to grease, oil and even to water, and the covers fit with absolute snugness, a desideratum which pharmacists will appreciate. The Mount Washington Box Company's advertisement will be found in another part of this issue.

Many interesting and valuable articles proper to the soda water season are manufactured by the firm of Thos. Mills & Bro., 1301 North Eighth street, Philadelphia, and a complete catalogue of the line may be obtained on application. The advertisement of the house, illustrating their ice cream freezers and Pan-American ice cream sandwich molds, will be found in another part of this issue.

A house that can write on the top of their letter head "Established 1865" are giving an earnest of their good faith and right principles in business. The firm of Justus Brauer & Son, of 248 North Front street, Philadelphia, manufacturers of machine cut corks, are able to give themselves this proud distinction. This house are known to the druggists for the quality, count and price of their goods. A buyer makes no mistake when he places his orders here.

In fitting up a new or old store one naturally wants everything in the way of fixtures thoroughly up to date. You will make no mistake in patronizing the M. Winter Lumber Company, of Sheboygan, Wis. They give particular attention to practical arrangement, correct designs, selection of materials and high grade finish. Send 25 cents in stamps for their Twentieth Century Fixture Catalogue, mentioning the AMERICAN DRUGGIST.

The "Gem" ice cream spoon, made by the Gem Spoon Company, of Troy, N. Y., is a very neat, useful and valuable article, especially in the soda water business. It was originally designed in but one size, 16 to the quart, for dispensing cream at fountain with soda; but it has won popular favor for general use in dispensing ice cream, and is now made in six sizes. It is readily and rapidly operated with one hand. The price is \$1.50.

The Gleason Grape Juice Company, of Fredonia, are out with some attractive offers to druggists. The company put up pure unfermented grape juice made from choice Concord grapes; also apple juice and sweet cider. They have several interesting propositions. One special offer is as follows: Dealers selling their juices by the glass ice cold will be furnished with handsome serving jars and glasses, with an order for ten cases. Write for particulars.

Carmel soap made in Palestine, Syria, and imported by the

firm of A. Klipstein & Co., 122 Pearl street, New York, is an article which most of our readers have already discovered the advantages of carrying in stock. It is an excellent castile soap in the form of milled cakes, packed one dozen in a box, and experience has shown that the customer usually buys a whole package. It is much more profitable than the ordinary castile bar, the cutting of which is not only laborious but wasteful.

We invite the attention of our readers to the advertisement of Whitney & Co., of Leominster, Mass. This concern have obtained a high reputation for the quality, convenience and price of their folding paper boxes. These goods are adaptable for putting up borax, Epsom salts and all powders and crystals. Their "Climax" candy box is probably the best article of the kind in the world. It is made of high grade material, double coated on the outside and single coated on the inside, and when folded it occupies a very small space. Samples and quotations of the line may be obtained on application.

Patrons of soda water always look at the fountain. Any new artistic sign or art novelty will surely attract attention, and if properly presented will certainly increase the sales on that article. Ever dispenser of soda appreciates the advantage of serving phosphate drinks, thereby dispensing with the ice cream expense and doubling profits. The Thompson Phosphate Company of Chicago are making the usual offer this spring of one of the largest and handsomest bronze clocks ever made for the purpose. These clocks are given away with every small order of goods. The advertisement of the Thompson Phosphate Company is printed on another page in this issue.

The line of ready made store fixtures offered by Seger & Gross, 42 West Sixty-seventh street, New York, leaves nothing to be desired in the matter of artistic excellence, cheapness and structural strength. The advertisement of the house will be found in another part of this issue. In addition to this ready made line they make a specialty of the manufacture of store fixtures on special order and from original designs. They have probably installed more artistic drug interiors in the City of New York than any concern in their line. Any of our readers who contemplate making any changes in their present stores, or installing an entire new one, should certainly address this firm before placing their orders.

The folly of using an uncertified clinical thermometer has recently been shown in a hospital investigation in New York, where the bulk of the no-name thermometers were found to represent so wide a variation in registry as to make them not only valueless, but actually dangerous to the practitioner. Weinhausen's clinicals are of so high a degree of perfection that the United States Government accepts Mr. Weinhausen's own certificate in lieu of that which they usually require from Yale College. Mr. Weinhausen's success is based upon two facts: 1, that he is the oldest maker in the country, and has had plenty of time in which to perfect his work, and, 2, that he has always insisted upon personally testing every instrument passing from his shop. The conscientious pharmacist is always safe in recommending a Weinhausen.

The excellent line of metal furniture manufactured by the Royal Metal Mfg. Company, 34 and 36 West Washington street, Chicago, is well worthy of the attention of pharmacists who aim at neatness and convenience in store arrangement. We illustrate elsewhere one of their chair patterns, which will be found especially well adapted for the drug store. The frame of this chair is of specially tempered steel with oxidized copper finish, while the seat may be of quartered oak or mahogany, as desired. The price of these chairs places them within the reach of the most economical, the list figure being \$3. We advise our readers to send to the Royal Metal Mfg. Company for a full list of their metal specialties in the furniture line.

McCormick & Co. continue their instructive advertisements on what is real insect powder in this issue of the AMERICAN DRUGGIST, and on page 50 our readers will find some valuable pointers regarding the difference between what is real insect powder and what is not. They write us that they are more than pleased with the returns from their advertising in our issue of March 9, and say further that they are highly gratified to learn that the position that they assume on the insect powder question is so thoroughly appreciated by the retail druggist, as evidenced by the numerous inquiries and orders received for "Bee Brand" Insect Powder. It is a pleasure to find a firm who have the courage of their convictions, and who have little fear of the everlasting cry of "cheapness," but on whose banner are emblazoned the words, "quality first." We know of no article on the market that is more adulterated than is insect powder, and we have no doubt but what they will establish a splendid trade under their guarantee of real insect powder, which means powder that is absolutely free of adulterants, and is guaranteed to do all that is claimed for it. They will gladly send a free sample of their "Bee Brand" Insect Powders for the asking.

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and PHARMACEUTICAL RECORD

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Coming Meetings.

STATE ASSOCIATIONS.	PLACE.	DATE.
Delaware	Brandywine Springs.....	June 11.
Indiana	La Fayette.....	June 8, 4.
Iowa	Council Bluffs.....	July 14-16.
Kansas	Chanute.....	May 26-28.
Massachusetts	North Adams.....	June 9-11.
Missouri	Pertle Springs.....	June 9-12.
Nebraska	Grand Island.....	June 2-4.
New Jersey.....	Asbury Park.....	June 10, 11.
New York.....	Utica.....	June 16, 17, 18.
North Dakota.....	Fargo.....	August 4.
South Dakota.....	Canton.....	August 11-13.
Virginia	Buckroe Beach.....	July 14.
Washington	On Puget Sound (?).....	July 14.
Wisconsin	Waupaca Chain-o'-Lakes.....	September 1-3.
NATIONAL ASSOCIATIONS.	PLACE.	DATE.
American Pharmaceutical.....	Mackinac Island, Mich.....	August 3.
National Wholesalers.....	Boston, Mass.....	September 7.
N. A. R. D.....	Place to be named.....	Date to be named.

THE BOSTWICK BILL VETOED.

IN deference to the protest of the entire jobbing and retail drug trade of the State Governor Odell has vetoed the Bostwick-Dowling Bill. The many and grave objections to the passage of this measure were set forth at some length in our last issue, and we are pleased to note that the arguments there cited have had due weight with the Governor. As will be seen by reference to the letter from our Albany correspondent, the Governor has not filed with the vetoed message any public statement, but has filed a private memorandum explaining that his veto was based upon the fact that the provisions of the measure were too general and too drastic, and that he believed that an attempt to enforce the measure would defeat the object for which it was apparently designed. He further said that under this law the pharmacist would be absolutely prevented from correcting any palpable error which the physician might have made in writing the prescription.

THE CREOSOTE QUESTION.

AT the New Orleans meeting of the American Medical Association the creosote question was again brought up, and a resolution was presented and adopted along parallel lines with that adopted by the American Pharmaceutical Association at its meeting in St. Louis, 1901. This resolution read as follows:

Resolved, That in the opinion of the Section on Materia Medica, Pharmacy and Therapeutics of the American Medical Association the use of the term creosote should be restricted to true wood-tar creosote, owing to the great danger arising from the indiscriminate use of the term, and prescribers should exercise great caution to prevent the use of so-called "coal-tar creosote" where they desire creosote to be administered.

As has already been pointed out in these columns, the pharmacopœial creosote consists chiefly of methyl ethers of dihydric phenols, among which pyrocatechin methyl-ether (known pharmaceutically and medically as guaiacol) and homo-pyrocatechin-methyl-ether (creosol) are most prominent, whilst carbolic acid is entirely wanting. Coal-tar and its distillates yield hardly any appreciable amounts of dihydric-phenol derivatives, but consist largely of the monohydric phenols (cresylic acid, carbolic acid, etc.). And to this wide difference in the chemical composition of wood-tar and of so-called "coal-tar" and other non-pharmacopœial "creosotes" is due the vastly different physiological and therapeutical actions of the two substances.

Notwithstanding the fact that this difference in the constitution of creosote and of so-called "coal-tar creosote" is clearly understood in pharmacy, there ap-

pears to be in medicine considerable confusion regarding the therapeutic action of the two drugs. In the latest revised edition (1902) of a standard text-book on *Materia Medica and Therapeutics* we find the statement that "its [wood-tar creosote's] action is practically the same as that of carbolic acid. . . . In large doses it is a powerful poison, resembling carbolic acid in its symptoms." In another well-known work the 1902 edition says: "Chemically, creosote [meaning, of course, the pharmacopœial article] is almost identical with carbolic acid . . . its physiological action is almost identical with that of carbolic acid." When standard text-books in medicine make such errors as this it is not to be wondered at that some confusion exists in the minds of the medical profession in general regarding this substance, and it is well within the province of the retail druggist to call the attention of the physicians with whom he is acquainted to the confusion which exists on this head and to point out to them the danger which this confusion entails.

That there is great danger to the patient whenever these two drugs are confused is shown by the large doses of creosote which have been administered without any apparent ill effects. Dr. Chas. Lamplough (*Brit. Med. Jour.*, May 28, 1899) states that the best beechwood creosote can be given with "benefit in amounts varying from 120 to 240 minims daily . . . in three cases doses of 30 minims three times a day were well borne by children . . . beechwood creosote does not irritate the normal mucous membrane of the genito-urinary tract." Dr. Graham (*Brit. Med. Jour.*, January 15, 1898) reports a case in which a patient began taking beechwood creosote in doses of 1 minim three times daily, and rapidly increased the dose until he was taking 340 minims every 24 hours. During two months and a half he continued to take from 3 to 4 drachms daily without any ill effect. Dr. Freudenthal, of New York, has recorded the history of a case in which 500 drops of creosote had been taken daily without any ill effects (*Med. Record*, April 23, 1892), and Dr. J. A. Burroughs, of Ashville, N. C., holds (*Jour. Am. Med. Asso.*, 1902, No. 5) that "it is only in doses of 60 to 100 minims three times daily by the mouth and a local application to the lungs of 15 to 20 minims daily that we recognize in this drug a well nigh specific influence in pulmonary tuberculosis. . . . Much of the prejudice of the laity and disappointment to the physician in the use of creosote is due to administration of an impure article."

It is not sufficient that the drug should be labeled with its origin, as, for instance, "wood-tar creosote" or "coal-tar creosote." The term creosote should be rigidly restricted to the true distillate from beechwood tar, answering all the pharmacopœial requirements and the so-called coal-tar creosote should be labeled by its correct name of impure carbolic acid. This is the only safe method to pursue, and it is to be hoped that all jobbers and manufacturers will adopt it. It certainly is incumbent on all retail druggists to exercise the greatest possible precaution to avoid dispensing so-called coal-tar creosote when creosote is ordered. And the retailer can make sure of this by specifying on all of his orders true wood-tar creosote

and by ordering only from reputable dealers. Moreover, the pharmacopœial tests for distinguishing between the two products are so simple, so easily applied and so certain in their results that every pharmacist can readily determine for himself the purity of the products supplied to him by his jobber.

NEWSPAPER MISREPRESENTATION.

"THE trade is tainted with fraud." Thus does the *New York Times* refer to the drug trade in commenting on Governor Odell's veto of the notorious Bostwick bill. And the *Medical Record*, to which the trade has a right to look for at least impartial criticism, says that the stand of the druggist against the bill is neither "judicious, convincing nor sincere," and bitterly refers to "flagrance of malpractice in pharmacy."

Words are insufficient to reply to such perversions of the truth. It is time that the trade resented the insults which, with increasing virulence, are being hurled at it day by day, not by words but by deeds. The medical press depends for its very existence upon the support of the drug trade, and the daily press owes much of its prosperity to the same interests, and yet no slander, however vile, but is acceptable to the editors of both, provided only it be directed at the hapless retailer. The tune to which these men dance is played by practically the same hands, and they are hands to which the feel of the almighty dollar is everything—the practice of medicine, the practice of pharmacy, the good of humanity, nothing, despite their blatant sympathies in behalf of "the suffering patient." And side by side with malicious comment upon the druggist we find on every hand the press standing unanimous in condemning the Governor of Pennsylvania because of his approval of a bill which attempts to strangle the press in almost exactly the same manner in which the Bostwick bill would have strangled the druggist. It is an ideal example of the truth of the old adage, "Let the shoemaker stick to his last." The remedy for newspaper misrepresentation and slander is in the druggist's own hands. He should see to it that the editors of responsible newspapers are correctly informed regarding the real purpose of measures or movements affecting his interests.

THE NEW COCAINE LAW IN ILLINOIS.

IN our news columns we published the text of the new Cocaine law for the State of Illinois, which goes into effect on July 1. Under this law it is believed that it will be possible to almost totally eradicate the abuse of cocaine as a narcotic. Under the law previously in effect the civil courts alone had jurisdiction and the authorities found great difficulty in enforcing the law. The new measure was drafted jointly by the Board of Pharmacy and the Attorney-General of the State, and there was thus brought to bear upon it special knowledge both from the pharmaceutical and from the legal side. While the operation of the law will undoubtedly entail some inconvenience upon pharmacists and upon patients who desire to make a legitimate use of cocaine prescriptions, this inconvenience is wholly unimportant as compared with the great advantage accruing to the public and to the profession of pharmacy through the opportunity which this bill affords for the suppression of the illegitimate sale and use of cocaine.

[Written for the American Druggist.]

AN AMERICAN IN PARIS.

BY REGINALD WILLIAMS.

II.

THE PARIS STUDENT.

IN my last letter I wrote of the drug store of Paris and of its proprietor—a contented man, of dignity and not badly off, as far as the world's reckoning of such things goes. This letter I write in the Café Vachette, which is on the "Boul' Mich"—a nickname given by the students to the Boulevard St. Michel—the main artery of the Quartier Latin. And so, as he is near me, I shall write of the student—"Phoebus aid me."

He attends the Ecole Supérieure de Pharmacie at No. 5 Avenue de l'Observatoire, and there is 945 of him. There is no mistaking the Paris student. He walks through the quarter as if he were the only one—a scholastic Adam in a cultured Eden. He stands alone, for he differs from ordinary human beings in his hair, his trousers, his cape, his gait, in his philosophy and in his loves. Among the students themselves there are distinctions if there are not grades, and in their sar-

himself in the evening, and—*que voulez vous, Monsieur?*—it is impossible to amuse oneself with a portfolio.

For his amusements, Monsieur l'Etudiant goes to the Taverne Lorraine in the Rue des Ecoles, the Taverne du Pantheon, the Café Vachette, Soufflot, de la Source, which are all on the Boul' Mich, to the Capitole or to the Moulin de la Galette on the hill of Montmartre, and last, but decidedly not least, to the Bal Bullier, which is bright and radiant, varicolored and not over exclusive, and is situated right where the Avenue de l'Observatoire runs into the Boul' Mich. True it is that Maréchal Ney, one of the grandest men of France, was stood up against a wall of the Bal Bullier and shot to death; but sapristi, what has Ney to do with the can can?

In the taverns one drinks bock and sings, at the café one drinks and talks, while at the Capitole "sweet music haunts the air." But at the Bullier one sings and dances; one makes love and one drinks bock. Bock, by the way, being synonymous with beer, which is very good and which sells for 30 centimes, or 6 cents, for a small glass, or 50 centimes (10 cents) for a "mazagran" or "demi," or in other words for half a liter.

In the Bal Bullier the student at play is seen at his best. Shocking as it may seem, the Bal Bullier corresponds to the old "Haymarket" in New York; but in some mysterious way the atmosphere of Paris makes for the betterment of things, and the student goes there simply to dance and to be gay, to take a few bocks, and to make absurd grimaces of appreciation at the chic demi-mondaines and at the fascinating little ouvrières or working girls. A French band furnishes a discord of sweet



The Parisian Student of Pharmacy—Corduroy Type.

torial scheme a high hat is the apogee, while a corduroy suit is the other thing.

The pronounced type wears a corduroy costume; the trousers—absurdly wide at the hips and tight around the ankles, as are those of the clown in the pantomime—are perhaps his most conspicuous feature. His coat has huge costermonger metal buttons; his hat is of soft felt, with a wide brim; his cravat is voluminous beyond the powers of American imagination, and tied in a bow, its ends cover half of his chest. His hair and beard are permitted to grow to any extent that an exuberant fancy and an æsthetic sense may dictate, and a large though graceful Venetian cape hangs from his shoulders.

The type of student most radically differing from our corduroy friend wears a high hat, a frock coat, patent leather shoes and carries a walking stick. Between these limits there are numberless variations, and the high hat goes with the corduroys at times and the frock coat goes with the cape. All students, however, carry a portfolio; it is inevitable; the badge of their tribe, and, as our friends the doctors would put it, it is pathognomonic. This portfolio is about 7 x 12 inches in size. It is black, and it is leathern. It is oily and shiny, battered and bulging, and may contain anything from a spring poem to a volume of Euclid. The student always carries it.

Always—that is, except in the evenings, because, you know, if he is properly constituted and constructed, he will amuse



The Parisian Student of Pharmacy—Frock-coated Type.

sounds, and the couples whirl round and round in the funny French waltz, or promenade up and down the immense hall unconscious of beholders, or sit at little tables where the student magnifies his income for the ingenuous appreciation of his partner. But really, honest Injun and "cross my heart," it is not bad, and a wicked man on Broadway can commit more crime in a wink than these ebulescent students would think about in a year.

Ah, well! They do as they wish and they dress as they please, and they have strong enthusiasms—these happy fellows. Every one knows them, nobody minds them, and all love them. They live in a city which is constantly filled with visitors from all corners of the globe; all the eccentricities of this curious world come to Paris to sprout—to Paris where an Indian in full regalia and war paint might walk down the Avenue de l'Opera unheeded; where the "cochers" or hackmen wear wooden shoes and black shellac high hats, if they don't wear white shellac high hats; where draught horses are harnessed

tandem, four or five at once; and so, people are accustomed to all things, even to the student of pharmacy.

However, the student in sight, the student at play, is one thing; the student at work is another. To see him in the places where he takes his pleasure is to get the impression that he lives for no other purpose than pleasure, with no other object than ease and no other solace than appetite. Such a generality, while soothing to the unctuously good, has the glitter of fallacy and does an injustice to my "type." The fact is that he has mastered the secret of accommodating himself to his surroundings, and if he eats with zest and drinks with ease and loves with industry, it is because he puts the same *savoir faire* into all things. To give him his due, one must admit that when he works he does so in a manner that may well be the envy of his American homologue.

ENTRANCE REQUIREMENTS OF THE SCHOOL OF PHARMACY.

Let us see what he actually does. To enter the *Ecole Supérieure de Pharmacie* he must present evidence of having served in a chemist's shop for three years. This three years' service is no mere formality. His "say so" is not accepted as evidence and it is not possible for an unscrupulous stranger to present a testimonial, and then to enter. Ah, no! This is the way it is done; Three years before commencing work at the *Ecole* the prospective student, being at least 16 years of age at the time and possessing a bachelor's degree of the second class, must present to the authorities of the school a certificate. This certificate must be signed by a recognized pharmacist and must testify to the fact that, being desirous of studying pharmacy, the applicant has entered upon the first year of his apprenticeship with the signer of the certificate. In the following month of July, having completed the first year of his apprenticeship, he presents another testimonial at the school, passes an oral examination and receives another certificate. Each certificate costs 1 franc, or 20 cents. At the end of the third year of his apprenticeship, provided that the secretary of the school is satisfied that his apprenticeship has been a bona fide one of actual work, he goes through an examination which is called the "examen de validation." It is an oral examination before the Board of Examiners, which holds sittings twice a year—in July and in November. Having passed this examination satisfactorily he is admitted to the school.

Once entered on the register of the school his energies are devoted to the task of capturing 12 "inscriptions" signed by the secretary of the school. These "inscriptions" or certificates of proficiency are distributed throughout the three years of the course, one being given every three months after an examination. For each inscription a fee of 57 francs 50 centimes is charged, or for the year 235 francs (\$46). At the end of each year of study he passes through an examination, for which the fee is 50 francs. At the end of his third year he is required to pass not only the 50-franc examination on the work of that year, but also three examinations which are called the "examens de fin d'études." The first two of these examinations cost 120 francs apiece; the third examination (including the diploma) costs 340 francs.

So when our student has finished his course the cost of his tuition will be distributed as follows:

	Francs.
Twelve inscriptions, at 57 francs 50 centimes.....	690
Three annual examinations, at 50 francs.....	150
Two definitive examinations, at 120 francs.....	240
One definitive examination with diploma.....	340
Total.....	1,420
Or in American money, \$284.	

A student must be at least 25 years of age to receive the diploma which constitutes him a regular pharmacist.

There is also a "Diplôme Supérieure," which is not necessary for the pharmacist; but after getting the diploma of pharmacy as described above he can, after one year's study, obtain the "Diplôme Supérieure" by passing an examination and sustaining a thesis chosen by himself. Armed with this "Diplôme Supérieure," he may become a professor in any college of pharmacy. The total expense for this extra year's work is 400 francs, or \$80.

Finally there is the "Doctorat en Pharmacie." The candidate for this degree is required to have the diploma of Pharmacie, to do a year's work along original lines of investigation and to sustain a serious thesis. The tuition here is 730 francs for the year, including all fees.

Well, I have written a long letter, but I have by no means exhausted the subject. I have only written of the student's appearance and touched slightly upon his amusements, and I have told of the time he spends at college and the cost thereof. In a future letter I will write of his home and of his intimate expenses. Some of it is amusing, but all is interesting. The tale of his morning *café au lait* and his "boudin," which is a sausage, and his "blanchisseuse," which is a pretty little laundress, will keep, though I would like to tell you of the laundress now, but I won't.

PARIS, May 7, 1903.

[Written for the American Druggist.]

THE EVOLUTION OF METROLOGY.

BY H. V. ARNY, PH.G., PH.D.,

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Cleveland, Ohio.

(Concluded from page 251.)

THE EVOLUTION OF MODERN WEIGHTS.

The rise to our present weight occurred by evolution during the 1000 years elapsing between the date mentioned and 1266, when our present system came into use. Signs of this evolution are not wanting; thus the later Roman uncia weighed 432 grains (33), while about the same period different pounds—16 ounces, or Gm. 436.6, 18 ounces, or Gm. 491.2 (originally the light Babylonian mina), and 24 ounces, or Gm. 654.9—were in vogue (34).

It will be noticed that in the table all our present weights are represented with the exception of the grain. This is accounted for by the fact that the grain is of more recent origin, the first Latin reference to it occurring in the Parisian *rotuli* of 1289 (35).

No mention of the word *granum* as a weight can be found in the standard dictionaries of classic Latin. Ridgeway (36) asserts that the grain of wheat was used as a weight by the ancients, and he quotes Hultsch's monumental work "Metrolgia Scriptorum" as citing from an ancient table of weights "siliqua grana ordei iii (a siliqua equals three barley corns)," and from a fragment of Greek manuscript setting forth that the siliqua (keration) contained four wheat grains. (Sitaria.)

Similar testimony is given by Rhemnius Fannius, who, according to Anthon (37), says that while the smallest weight in ordinary use at his time was the obolus, physicians employed the keration and also the sitarion, which was one-fourth the keration.

CONFLICT OF EVIDENCE.

Hultsch's book above mentioned was not at the writer's disposal, but in his later work "Griechische und Römische Metrologie," he makes no mention of the sitarion. Instead he mentions (38) that during the Roman Empire physicians needing a smaller weight used the chalkus ($\frac{1}{8}$ obolus or $\frac{3}{8}$ siliqua or 1-4608 libra), which was originally a copper coin of Athens. This chalkus is mentioned by Galen, Dioscorides and Pliny (39), the latter, however, stating that it was one-tenth of an obolus.

This shows the difficulty of arriving at the truth amidst conflict of authorities. It will be noticed that Pliny's chalkus is 1-5760 of a Roman pound. While our grain is 1-5760 of a Troy pound, the chalkus of Pliny's time was not identical with it, since the Roman pound weighed 327 grammes, or 5046 grains. It will be noticed, however, that this chalkus closely approximates the sitarion mentioned above.

AN ANCIENT IRISH TABLE.

As stated by Petrie in the Encyclopedia Britannica, there is a hiatus of a thousand years in the history of weights. The only authority supplying data of this period is Ridgeway, and as his fascinating work is more the impassioned argument of the counsel than the calm testimony of an unbiased witness, his statements are here given for what they are worth. It is seen above that he insists that the grain of wheat was used as a weight from the earliest times. He then quotes an ancient Irish table (40), which reads:

1 uncia	= 24 scripula
1 scripula	= 3 pingums
1 pingum	= 8 grains of wheat

proving that the Irish ounce was 576 grains of wheat.

He then explains (41) that the earliest Anglo-Saxon penny was an exact copy of the "tremisse" of Constantine the Great, which was a coin one-third the weight of the gold "solidus" and weighed one and one-third of the Roman scripula, or 24 of our present grains. The original solidus and tremisse were gold coins and served as patterns for coinage for all of mediæval Europe. The Anglo-Saxon penny was first gold, but eventually a silver penny of the same weight was introduced. The pennies of Alfred the Great likewise had the weight of 24 of our present grains, while according to the laws of Ethelred the penny should be the weight of 32 grains of wheat (42). Likewise the statute of 51 Henry III (1266) declares "an English penny called sterling, round and without any clipping, shall weigh 32 wheat corns in the midst of the ear and 12 pence do make an ounce, and 12 ounces one pound, and 8 pounds do make a gallon of wine, and 8 gallons of wine do make a London bushel" (43).

CHANGE IN WEIGHTS DUE TO DEBASEMENT OF THE COINAGE.

The pound here mentioned is the ancient Troy pound which antedates the Conquest and weighed 5400 of our present grains; hence the penny of the ordinance weighed but $22\frac{1}{2}$ Troy grains (44).

In 1280 the statute of Edward I directed that the penny weigh 24 grains, this change according to Ridgeway (45) being due to the fact that the English penny had the same weight as 24 barley corns. Adams (46) claims the decrease was due to debasement of the penny by Edward I and subsequent kings. He shows that under Edward III 300 pennies formed a tower pound of silver, from which formerly 240 pennies were coined, the weight of each penny having consequently been reduced to $25\frac{3}{8}$ grains wheat. As the debasement of the coinage under Edward III did not occur until 40 years after the issuance of the edict given above, Mr. Adams' reasoning is hardly correct. Moreover, it is interesting to note that the average weight of the modern grain of wheat is 0.6 to 0.75 grains Troy (47). Therefore, if the wheat grain of 1266 was of the same size as now (and it is hard to believe it could have been larger), the 32 grains of wheat making the penny would have weighed 32×0.75 , or 24 grains Troy, just the weight of the penny of Alfred.

It is highly probable that the real reason of the change from 32 to 24 grains was the shifting from the ancient Anglo-Saxon weights to the standard of Continental Europe. This seems borne out by the ordinance of 1304, 31 Edward I (48), which reiterates the old statement that a shilling shall weigh 32 grains of wheat. As just explained, 32 grains of modern wheat averaged 24 Troy grains; so the ordinance would seem to be a final effort to maintain the wheat grain against the invasion of the foreign grain weight.

The ordinance of 1304 is the one quoted in most text books of pharmacy. Besides directing the penny of 32 grains of wheat, the ounce of 20 pence, the pound of 12 ounces, the gallon of 8 pounds of wheat and the bushel of 8 gallons, it contains an innovation by directing "a pound of money and of medicine consist of only 20 shillings; the pound of all other things consists of 25 shillings." It furthermore adds a clause—namely, that the pound of money contains 12 ounces while the pound of all other things contains 15 ounces.

THE INTRODUCTION OF FOREIGN SYSTEMS.

Evidently at this time the standards of Continental Europe, introduced into England during the preceding century, began to force back the old standards and the varying statements of the statutes of 1280 and 1304 were attempts at securing a uniform standard. The first defi-

nite statement we have of the introduction of foreign systems is a statute of 1414 (2 Henry V, ch. 4) (49), in which the phrase "pur la libre de troy orre" is used. This ordinance directs the price of metals by the Troy pound. It also states that a Troy pound of silver can be coined into 32 shillings, while the standard tower pound of silver yielded but 30 shillings of the same weight; the object of the statute being an official statement of the relation of the pound, brought to England by the foreign jewelers and bullion handlers, to the ancient Anglo-Saxon mint pound. The tower pound, however, remained the standard until 1529, when its use for coinage was ordered discontinued and the Troy pound directed in its place (50).

THE INTRODUCTION OF "AVOIRDUPOIS"

into England is first noted in the statute of 1335 (51), which authorizes merchant strangers to buy and sell corn, wine, avoirdupois, flesh, fish, etc." It will be noticed in this case that the word has its original use "weighty articles." Similar use of the word is found in statute of 1353 (52), and also in Act of 1429 (53). The first authorization of the avoirdupois weight was the statute of 1532 (54) directing beef, pork and other meats be sold by the weight called "haverdupois."

As Adams remarks (55) the two ordinances, that of directing meat sold by avoirdupois (1532) and the use of the Troy pound for coinage (1529) mark the end of the 200 years' struggle between the tower pound (the type of the Anglo-Saxon weights) and the standards of the Continental systems—the Troy and the avoirdupois—a fight in which the tower pound was vanquished.

ORIGIN OF THE POUND WEIGHT.

But from whence originally came the tower pound, the Troy pound, the avoirdupois pound? That is one of the most difficult questions of metrology. That all were derived from Roman and Assyrian standards is without question, but in the confusion resulting from the millennium of evolution the details have been lost. As noted above, the later Romans had no less than four different pounds, and an indication of the increase of this confusion is shown by the enumeration in the Century Dictionary of no less than 54 different pounds used in Continental Europe. These comprise mediæval and modern standards and emanated from 46 different countries, provinces and cities, and represented values all the way from Gm. 301 to Gm. 1069. Some were divided into 12 ounces, some 16, and others 15, 17, 18, 20, 21, 22, 24, 28, 30, 36 ounces.

Of these varying pound standards it so chanced that the weight of the city of Troyes was the one first finding popular favor in England, while tradition has it that it was the weight of Bayonne, a city of Southern France, that was brought to England as the prototype of our present standard avoirdupois.

Limitations of space preclude a discussion of the origin of the metric system, but it is easy to understand, in view of the confusion of the ancient Continental standards cited above, why that system was originated and why it found favor in Continental Europe. With every town possessing a different weight standard, and indeed in some cases the same city having "light" and "heavy" pounds, it can be seen how thoroughly unsatisfactory such standards must have been as commerce expanded; so confusing, in fact, as to make even the most conservative willing to endure the inconvenience of adopting a new standard, since that inconvenience means the placing of metrology upon a definite scientific basis.

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STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

A PLAIN MATTER OF BUSINESS.

Association Membership Considered from a Commercial Standpoint.

WITH the advent of warm weather begins the season for the annual meetings of National and State pharmaceutical associations, and concurrently the invitation and opportunity to the pharmacist who is not a member to identify himself with the organizations which stand as the representatives of his craft.

It is a sad fact, a discouraging fact, that the burdens of the drug trade, its battle for existence against the unqualified dispenser, the piratical cutter, the greedy manufacturer, the trade blighting department store and its fights against the fool legislation of Bandar-log statesmen, have been carried on by organizations whose membership averaged less than 5 per cent. of the pharmacists of their State or section.

The great good accomplished by the associations, their signal victories against heavy odds and their defeats when the odds were overwhelming, are alike a lesson and a call to arms to those pharmacists who are yet outside their ranks.

Think what could be accomplished in legislative matters and in the correction of trade abuses by a State association whose membership comprised 25 per cent. of the registered pharmacists of the State! Organized thus strongly and with local associations to look after purely local matters, the pharmacists of that State would not be compelled to stand by helplessly and see their rights abrogated, nor endure the contumely of a subsidized press. No longer would they beg for their rights, but demand them.

Here, then, is where membership in his local, State and national associations, aside from all ethical or

social considerations, becomes a plain matter of business to the individual pharmacist. He should join them as a matter of course. Even if he never attends a meeting or actively identifies himself with the work of the associations, his name should be upon their roll of members and his yearly dues go to swell their working funds. This is a matter of sound business policy. The associations need his name and need his money—his name, to add to their numerical strength, to enable the associations to be truly representative of the great body of pharmacists, and to bring to bear the added weight of mere numbers upon its actions; his money to increase its capital for carrying on its work.

His personal work is needed, also, if he will give it; if he is unable or unwilling to give that, he should give, at least, the prestige of his name and the small amount of yearly dues to add to the usefulness of the organizations, whose work is a direct benefit to himself and his business.

To be a member of his State association, the American Pharmaceutical Association and through his local association with the National Association of Retail Druggists, costs the pharmacist not more than \$12 a year in dues—A small tax, surely, and one that should be provided for and paid as regularly as any other tax.

The number of registered pharmacists in the State of New York is about 12,000; the New York State Pharmaceutical Association, generally regarded as a big and powerful organization thoroughly representing the pharmacists of the State, contains a few less than 900 members, about 8 per cent. of the total number of pharmacists registered in the State.

This 8 per cent. put up their money and expend their energy to fight the legislative battles and guard the business interests and professional dignity of themselves and the 92 per cent. who stand aloof from them. Yet, there is not a man in the active practice of pharmacy in the State of New York but has received, and will continue to receive as long as he is in the drug business, a direct pecuniary benefit from the work done by the 8 per cent. of the pharmacists of the State that comprise the New York State Pharmaceutical Association, or who would not be the recipient of still greater benefits if the association were larger.

As it is in this State, so it is in other States, a few enterprising go-ahead workers do the work of the many in upholding the dignity and protecting the interests of the craft.

New York, however, seems to be blessed (?) beyond other States with fool legislation inimical to the interests of pharmacists, and the annual report of the State Association's Committee on Legislation is a long list of bills adverse to pharmacy which have been either killed in committee or vetoed by the Governor, or, all else failing, amended in such form as to be less burdensome upon the pharmacist than was contemplated by the framers or instigators of the bill. For the work done by this committee alone, every registered pharmacist in the State could afford to pay not \$2, but \$10 a year.

That the obnoxious "Anti-Substitution" measure, known as the Dowling-Bostwick bill, was pushed through the State legislature, was largely the fault of that nine-tenths of the pharmaceutical body who withheld their aid and comfort from the State Association. There can be little doubt that had the association a membership comprising 15 to 25 per cent. of the pharmacists in the State, this bill would never have passed the Legislature.

To those pharmacists still on the outside, we offer this bit of business advice: Get in line; join your local, State and national associations. Do this whether you approve of their work and methods or not. If you think they need reforming, get inside and reform them by agitating to that end. One thing is certain, you cannot reform them from the outside.

Perfect, they are not; none claim it; but most of them are doing the best they can with the limited powers at their disposal. To be sure, they are not working wholly disinterestedly for the benefit of the craft at large. Primarily they are working for themselves, for their own individual interests, but incidentally they are helping you, and you ought to be helping yourself just as they are.

It is easy for those who stand on the outside to criticize and to say that the associations should do thus and so; like the pharisaical citizen who rails at the Government yet refuses to vote and help to make it better or more to his liking. Pay your footing and come in and thus gain the right to criticize.

There is one solemn fact that looms larger every day, and that is the fact that the druggist must fight for his rights, his very existence perhaps, in the future. To successfully withstand the attacks of the enemies that beset him upon every side, the trade must strengthen its defenses, build up its organizations. Without powerful organizations little can be accomplished; with one-half the pharmacists of the country, or even a fourth, enrolled as members of pharmaceutical organizations, all things would be possible and none would dare to wantonly hold them up to public contempt and ridicule or try to deprive them of their rights.

(Written for the American Druggist.)

THE ADVERTISING THAT PULLS TRADE.

BY LOU D. McWETHY.

ADVERTISING returns may be divided into two kinds—direct and indirect. If you are looking for direct returns you must anticipate the public wants and say all you can a week or two ahead of time. For example: prepare an advertisement of sweet pea seed; tell why the kind you sell is worth cultivating; mention the different names of the plant; say a word about the size of the flowers, their fragrance, color, etc., and finally add a word to the effect that your seed is stocked fresh once a year and give the price. The advertisement should appear a week ahead of planting time. It will sell the seed and evidence of direct returns will not be wanting.

The reason many druggists have lost faith in advertising is because the nature of their line will not permit of direct returns. The grocer always gets quick returns because there is a constant demand for goods in his line. The druggist often has to create the demand, but, on the other hand, his profits are larger as compared with the grocer's.

This brings us to consider indirect returns. The druggist frequently advertises his own remedies, and because he does not get immediate returns, gives up in disgust. If instead he would put on more steam, increase his advertising and add other mediums, the result might be different.

After many days some fellow may drift in who remembered reading so and so concerning a corn cure. Having contracted a corn in the meantime he is now looking for the cure. You actually may have to wait for the corn to grow, but as sure as the sun rises, if you are persistent enough, you will win if you keep at it. That is indirect returns.

The writer remembers very well his experience in selling a sarsaparilla. It was advertised in the local papers and by means of a booklet, counter slips and window display. So much was said that it seemed impossible for the public to get away from buying it, sick or well. For a long time there was no returns. A five-gallon lot seemed to be all we would need for a couple of decades. By and by, after we were all discouraged about getting results, we had a call. Then came another, and gradually we worked up a sale, not large but steady, and before we knew it our five gallons was gone and we began to realize that we had another staple added to our stock. It was slow in coming, but was more profitable in the end than quick returns. We sell two bottles of our sarsaparilla to one of any other make now, all due to persistent advertising.

For direct returns use the medium taken by most of your customers. For indirect returns use the medium perused by all classes, your customers and the other fellows. Also use counter slips, booklets, store paper, window—anything and everything to hammer it into the public that you have something they ought to have.

There is an angle in the street of Pompeii where the people took a short cut around the corner. The story is written in the solid granite, where the hurrying multitude have worn the stones deep and smooth, and after twenty centuries the workman's spade reveals a lesson for the advertiser of to-day. One man walking over the stones left about as much impression as the first advertisement does in an obscure weekly. It took many footsteps to wear away the granite of the ancient city, and it takes a vast amount of advertising to wear away modern prejudice and fix a thought, but, once accomplished, the impression will be as indelible as the granite walk. Find a man or woman who has not heard of Mennen or Lydia Pinkham, or others that might be mentioned.

The lesson to be learned by many retail druggists is that it does pay to advertise and that it is more profitable to advertise preparations of his own, even if it takes time to bring returns. The things that bring quick results are often goods that yield small profit, while the things that bring results indirectly will in time show direct returns, with larger profits. It would be better to advertise a good liniment and wait till some one had the rheumatism before making a sale than to sell Hires' Root Beer at two for a quarter and hire a clerk to take care of the rush. In the former case you would in time have a staple article selling regularly at a good profit, and in the latter you would be doing a lot of business for a little money. The slow horse often brings you safest home, and the same may be said of the slow trade-pulling advertisement, providing it is boosting the right thing.

The Phenomena of Gelatinization.

It is a remarkable fact that water may be made to assume apparently solid form by adding 1 per cent. only of gelatin to it. The more or less stiff jellies used as table delicacies contain probably over 95 per cent. of water. The jellyfish similarly contains only a small percentage of solid matter. This remarkable property of gelatin of rendering water, so to speak, solid has been a problem to physicists. It is generally maintained, however, that after all the water in a jelly is in a fluid condition and that therefore it retains its properties unchanged. According to this view the solid condition of a jelly is a property of the gelatin itself. At any rate, it has been established that a jelly behaves under certain physical experiments very little differently from water. Thus jelly offers little more resistance to the passage of diffusing substances than does pure water. The condition of water in a jelly, therefore, resembles its state when absorbed by a highly porous substance, such as pumice stone or sponge. In other words, the gelatin on setting forms a sort of fine spongy network in which the liquid water is held captive by capillary forces.

—*The Lancet.*

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Yellow Arsenic.—A great deal of discussion has been going on about the occurrence or nonoccurrence of yellow arsenic in the elemental state. Erdmann and Unruh (*Ztschr. f. anorg. Chemie*, 1902, 32, 437) have at last succeeded in obtaining this substance. Yellow arsenic can be produced only by the sudden cooling of arsenical vapor in a special apparatus which the authors devised for this purpose. It is crystalline and very sensitive to light, as at the slightest exposure to light it turns to a grayish black metallic arsenic, which on heating to 360 is converted into white arsenic. It can be kept in the dark at a temperature below 60 degrees C. It can also be kept in a solution in carbon disulphide. The size of the molecule of yellow arsenic was found to be As_4 .

Identity Test for Pyramidon.—M. Rodillon (*Journal de Pharmacie et de Chimie*, February 15, 1903) describes the following reaction for determining the identity of pyramidon: Tanzi has noted that in the presence of gum acacia an aqueous solution of pyramidon is colored blue. Deniges has shown that this reaction is due to the oxydase contained in the gum. The same reaction can be obtained with the other oxidizing substances, such as hydrogen dioxide, alkali hypochlorites, manganese dioxide, lead oxide, etc., provided the action of the oxidizer be limited. If, for example, Gm. 0.10 pyramidon be taken and dissolved in Cc. 5 of water, and if a drop of Labarraque's solution be added to the solution, a characteristic blue reaction is immediately produced. An excess of the hypochlorite solution interferes with the reaction, and if hydrogen dioxide be employed instead it must be heated.

Dr. Livingston's Solution of Ergot.—Several of our exchanges are giving circulation to a blunder made by a reporter for the *Journal of the American Medical Association*, in his account of the meeting of the New York County Medical Association, at which Dr. Alfred T. Livingston presented his paper on Some New and Unusual Therapeutic Applications of Ergot (see AMERICAN DRUGGIST for May 11, page 252). The blunder consisted in naming solution of formalin, 1-2000, as the solvent. In a recent communication to the editor of the AMERICAN DRUGGIST, Dr. Livingston says:

"Considering the unsatisfactory experience I have had with solutions of ergot made with formaldehyde as the antiseptic, I am anxious to counteract as fully as possible the blunder made in editing my paper. In the practical application of ergot, the character of the solution which is used is very important. At my special request, several of our leading pharmaceutical houses are now endeavoring to produce an ideal solution, which shall have these characteristics: concentration, that the quantity necessary to produce a given effect may be small, yet sufficiently thin that it may be readily absorbed; unirritating, that it may not give pain when administered hypodermically, which is the manner of application that I earnestly commend, and that it will not produce inflammation in the region of application; and aseptic, that it will keep sterile a reasonable time; such solution to be marketed in small containers, $\frac{1}{2}$, 1 and 2 ounces, securely sealed, to be convenient to the user. It is desirable that all such solutions should be of uniform strength. I trust this may be accomplished speedily. Until it is I commend to you this solution: Squibb's solid extract

of ergot, 1 dram, dissolved in sterilized, distilled water, 1 ounce. Filter and add chloroform, 2 minims. Of this solution the dose should be from $\frac{1}{2}$ to 2 drams, as indicated."

The True Value of the Arsenical Antidote.—Dr. L. De Busscher (*Arch. Intern. de Pharm. et de Ther.* Vol. x, page 455) presents a series of experiments on animals which cast a serious doubt upon the true value of the ordinary antidote for arsenic, a mixture of precipitated ferric oxide and magnesia. The author first determined the minimum toxic dose of potassium arsenite in a rabbit. He then poisoned a dog with a minimum amount of this substance, and gave the animal the ordinary antidote for arsenic immediately afterward. He found that the antidote did not save the life of the animal, but that it did prolong the duration of the symptoms of poisoning. If the antidote was mixed with the poison and the two were administered together, the result was not any better. Fowler's solution is more poisonous than the anhydride, and it was also used in these experiments. The antidote did not only prove totally useless in poisoning with Fowler's solution, but seemed to have increased and accelerated the symptoms of intoxication. The author concludes from these experimental data that the value of the ordinary arsenical antidote is very doubtful. It is apparently useless in poisoning with potassium arsenite, and directly injurious in poisoning with Fowler's solution. The author believes that the mechanical removal of arsenic from the stomach offers the best means of saving the patient in cases of arsenical poisoning. The stomach pump proved ineffectual and the best method was found to be the administration of an emetic, especially if the stomach was previously filled with food.

The Incompatibilities of Protargol have formed the subject of research recently on the part of various observers. Thus, Astruc and Combes (*Bulletin de Pharmacie du Sud-Est*, January, 1903), found that an incompatibility exists between protargol and chloral hydrate, and have shown that if distilled water containing 1.5 per cent. of boric acid be used to dissolve protargol and chloral the incompatibility is avoided. Combes found that protargol is also incompatible with a series of local anæsthetics employed in eye surgery, for example, tropococaine hydrochloride, holocaine, nirvanine and eucaine alpha. With eucaine beta, protargol gives no precipitate, provided the precaution be taken to dissolve the eucaine in half the water intended for the preparation, heating the solution and adding the protargol dissolved in the other half of the water to the cooled solution of eucaine.

Combes experimented with a 1.5 per cent. of boric acid solution in water in order to determine whether it would prevent the precipitation of protargol in the presence of these anæsthetics. He found that in the case of tropococaine hydrochloride only does this method prove successful. In the case of nirvanine hydrochloride and eucaine alpha, a 3 per cent. solution of boric acid must be used as a solvent to prevent the precipitation of protargol when added to the mixture. In the case of holocaine hydrochloride, the addition of boric acid does, it is true, prevent precipitation of protargol, but the resulting solution is cloudy by reflected light.

Desvignes (*Repertoire de Pharmacie*, 1902, page 344) discovered another incompatibility of protargol, consisting in an abundant precipitate, which forms on adding it to a solution of zinc sulphate. This precipitate is soluble in ammonia, which decolorizes the mixture. This incompatibility of protargol has been erroneously attributed to its alkalinity. The precipitate formed is nothing but protargol that has become separated. The same reactions of incompatibility are observed in mixtures of protargol with other salts, no matter how faint their acid reaction. No such precipitate can be observed in mixtures with salts that have a neutral or alkaline reaction.

Do Digitalis Leaves Lose any of their Digitoxin if they are Properly Collected, Dried and Kept?—Dr. Bernard Bischoff (*Apotheker Zeitung*, March 21, 1903). discusses the question set forth in the title on the basis of certain experimental observations which he made with digitalis leaves that had been kept for varying lengths of time. According to Dr. Focke (*Therapie der Gegenwart*, 1902, No. 2) therapeutic experiments seem to show that a loss in the amount of glucoside contained in the leaves is inevitable if the drug has been kept; in fact, that digitalis leaves, after being kept for some time, lose their entire therapeutic effect. These results are easily explained. Many laymen are engaged nowadays in gathering and drying the leaves, and the manner in which this is done is not always to the best advantage of the drug. The value of the goods cannot always be told from their looks.

If nice, dry weather has been prevailing, and if the leaves have been gathered in the fresh state, not moistened with dew or rain, the author believes that the original amount of digitoxin remains the same for a year or longer, provided the leaves have been properly kept. Cassar and Lorenz have published the results of Dr. G. Fromme's researches on the quantity of active constituents in digitalis leaves, and in their report for 1902 this firm give data which show that the conclusions of Dr. Cocke were wrong and that digitalis leaves, if properly gathered, dried and kept do not lose any of their active constituents. The present author also investigated this question, and found that digitalis leaves gathered in September, 1901, contained 0.291 per cent. of crude digitoxin, and 0.205 per cent. of pure digitoxin in October, 1902. In March, 1903, the same leaves contained 0.290 per cent. of crude and 0.202 per cent. of pure digitoxin. An average sample of leaves gathered during July and August, 1902, gave in October, 1902, 0.344 per cent. of crude and 0.265 per cent. of pure digitoxin.

In March, 1903, they gave 0.34 per cent. crude and 0.258 per cent. pure digitoxin. These leaves had been kept in the pharmacy, well dried, cut and powdered, and kept in tin cans. This shows that digitalis leaves which had been kept for about 18 months did not suffer any appreciable diminution in the amount of digitoxin which they contained. The active principle of digitalis being chiefly digitoxin, according to the present conception, it is to be supposed that the action of these leaves on the heart had remained the same.

The Antiquity of Castor Oil in Medicine.

This household remedy—matchless as a laxative under many circumstances—seems not to have been overlooked in remote antiquity. In the time of Herodotus, 500 years before the Christian era, the plant was industriously cultivated in Egypt, and Strabo mentions the use of the oil by inunction as common among the lower classes of the Egyptians.

The Hanbury Medal has this year been awarded to M. Eugène Collin, of Paris, for the prosecution of research in the natural history of drugs.

Photographic Chemicals.

BY C. F. TOWNSEND, F.C.S.

(Continued from page 254.)

Ammonia.—The ordinary solution of the gas is employed sometimes as an alkali in pyrogallie acid developers. At one time it was almost the only alkali employed for this purpose, but its place has been taken by sodium carbonate to a large extent. Ammonia is unsatisfactory in the developer, as it evaporates and its strength is uncertain, results being equally so. Its use is objectionable, owing to its irritating action on the eyes and mucous membrane, and its tendency to deposit on everything in the dark room in the form of minute crystals of ammonium bicarbonate. Ammonia is employed for "fuming" sensitized albuminized paper, a process said to increase the brilliancy of the print.

Ammonium Bichromate.—Sometimes employed in place of the potassium salt in processes depending on the action of light on gelatin. Its formula is similar to the potash salt—namely, $(\text{NH}_4)_2\text{Cr}_2\text{O}_7$, and it is made by neutralizing chromic acid with ammonia.

Ammonium Bromide.—At one time largely employed as a restrainer in development, but the potassium salt is now generally used. Ammonium bromide is employed also in preparing the collodion "iodizer" in the wet plate process.

Ammonium Carbonate is very occasionally used as an alkali in development.

Ammonium Chloride.—In "salting" albuminized paper—that is, to say, in adding the necessary chloride to convert the silver nitrate into chloride, the ammonium salt is used largely: also in preparing "chloride" papers.

Ammonium Citrate.—The most convenient form of this is the solution, as the salt itself is deliquescent. The solution can be prepared by neutralizing citric acid with ammonia, as in the B.P. It is used as a restrainer in developing chloride plates and papers.

Ammonium Iodide.—Like the bromide this is employed sometimes in the iodizer for collodion in the wet plate process.

Ammonium Oxalate is recommended in preparing platinum-type papers.

Ammonio Ferrous Sulphate, or iron alum, sometimes takes the place of part of the ferrous sulphate in wet plate developers.

Ammonium Fluoride (NH_4F) has formed the base of several compounds used for obtaining an enlarged negative from a small one by causing the gelatin to expand under the action of the fluorine. It is a useful reagent also for etching glass.

Ammonium Sulphide.—Sulphuretted hydrogen and ammonia combine to form NH_4HS , which is colorless. On oxidation this changes to $(\text{NH}_4)_2\text{S}$, and further oxidation results in compounds containing still more sulphur, and in the production of ammonium thiosulphate. It is employed for blackening the bleached image when the mercury intensification process is used, and in the intensification with lead. It is important that colorless or nearly colorless sulphide should be used. Ammonium sulphide is a dangerous substance to have anywhere in the neighborhood of sensitive material.

Ammonium Sulphocyanide or **Thiocyanate** is a very deliquescent salt, and for this reason is better made up into a 10 per cent. solution when quite fresh. It is employed with chloride of gold in toning gelatino-chloride ("printing out") papers. It is very soluble in water and in alcohol.

Aniline is employed in the aniline printing process.

Asphaltum or **Bitumen**, obtained usually from Syria, is the sensitive substance employed in the line engraving or zinc type process.

Aurantia is a dye obtained by the action of nitric acid on diphenylamine, and is employed for color sensitizing the emulsion for isochromatic plates; also for preparing the color screens for isochromatic work.

Aurine is another nonactinic dye.

Barium Bromide and Iodide are occasionally used in the making of collodion iodizer for wet plate process.

Barium Chloride is used occasionally for "salting" albuminized paper and in making baryta paper.

Barium Sulphate is used in certain printing out gelatino-chloride emulsions as a backing, and in the emulsion itself to secure a matt effect.

Benzene and Benzin.—The use of these two words often occasions much confusion. By benzene is usually meant C_6H_6 , the light oil obtained by distilling coal tar. By benzin, light petroleum spirit. The two substances are entirely distinct in their composition and properties, although both have a very powerful solvent action.

Borax or **Sodium Borate** is used on account of its faint alkaline properties in toning baths with chloride of gold.

Cadmium Bromide and Iodide and the double salts with ammonium are largely employed in preparing the "iodizer" for the collodion in the wet plate process.

Calcium Chloride mixed with asbestos, or some other absorptive material, is employed in the tubes used to stock platinotype papers to ensure that the air is kept perfectly dry.

Canada Balsam is the cementing medium for lenses.

Caramel is formed by heating cane sugar to about 400 degrees F. Although theoretically easy to make at home in a saucepan, in reality it requires a good deal of experience to obtain a successful result. Caramel is very soluble in water, and is deliquescent. It is employed either alone or combined with burnt sienna as a coating for the back of the dry plate before exposure to prevent reflection from the back surface and consequent blurring of the high lights of the negative.

Carbon, in the form of lamp black, is employed as a pigment in the carbon process (see Gelatin).

Catechu, obtained by extracting powdered Bombay catechu with water containing a small amount of alcohol, is employed in toning or intensifying platinum prints. Every trace of iron must be removed from the print before toning, as the catechutannic acid would at once form an inky compound with it.

Cellulose is the chemical term for all purified forms of vegetable fiber, etc., such as cotton, wool, linen, etc. When nitrated it forms several highly combustible compounds; one of which, dinitro-cellulose, or pyroxilline, is employed in the form of collodion. Cellulose has many interesting forms and derivatives. The xanthate formed by the action of carbon disulphide upon mercerized cotton wool (i.e., cotton wool treated with caustic soda) redeposits pure cellulose under certain conditions. The tetra-acetate also is highly interesting, forming a film of remarkable strength, brilliancy, and transparency, when deposited from its solution in chloroform.

Chlorophyll, the green coloring matter of plants, obtained by macerating parsley or ivy leaves in alcohol, is sometimes used as a color sensitizer for isochromatic emulsions.

Collodion has played an important part in the history of photography. It is the medium used as a vehicle in the wet plate process, while the collodion emulsion dry plate was the first step toward the gelatin dry plate. Collodio-chloride papers are still employed. Collodion is dinitro-cellulose dissolved in a mixture of alcohol and ether. For the wet plate process it is important that methylated alcohol or ether should not be used as a solvent.

Copper Bromide is employed in a method of intensification in which the insoluble cuprous bromide is formed in the film.

Copper Chloride is used in Obernetter's process of making an intaglio plate, by transferring the silver image on to copper.

Copper Sulphate acts as a restrainer in the ferrous sulphate wet plate developer.

Cyanin, a complicated blue organic dye used as a color sensitizer for the red rays in isochromatic plates.

Cerulein is also a sensitizer for the red.

Diamido Phenol (see Amidol).

Etikonogen is sodium amido- β -naphthol- β -sulphate, and is used as developer. It is not convenient to use, as it dissolves in water with difficulty and when dissolved deteriorates rapidly.

Eosin, a fluorescent dye used in isochromatic work as a color sensitizer for the yellow and green.

Erythrosin.—Another dye used for isochromatic work as a sensitizer for the yellow and green.

Ferric Chloride is used for etching the zinc plate in process work.

Ferrous Oxalate is used as a reducing agent in developers for dry plates and bromide papers. Owing to its definite chemical action the ferrous oxalate developer is employed in standardizing plates for speed. Instead of using ferrous oxalate a mixture of ferrous sulphate and potassium oxalate is actually employed. In the developer ferrous salt is oxidized to ferric salt. If this be exposed to light it is again reduced to the ferrous state.

Ferrous Sulphate is largely employed in photography as a reducing agent (see Ferrous Oxalate above). The sulphate itself is employed in the wet plate developer, but for dry plates the oxalate is preferable. Various soluble colloidal forms of metallic silver can be secured by reducing its salts with ferrous sulphate.

Formalin or Formic Aldehyde is the aldehyde formed by the partial oxidation of methyl alcohol, in the same way that ethyl aldehyde is the result of partly oxidizing ethyl alcohol. Further oxidation leads to the production of acetic acid in the case of the ethyl compound, and of formic acid in the case of the methyl compound. Formic aldehyde renders gelatin insoluble, and is employed to harden the gelatin in the plate and prevent it frilling in warm weather. It is a powerful antiseptic and is used to preserve organic mixtures from decomposition.

Gelatin is one of the most important substances used in photography. It is obtained by boiling animal membranes under slight pressure. It has the property of absorbing water and swelling in the process, a comparatively small proportion of gelatin being required to make water almost stand upright. One test of good gelatin is that it will absorb in the cold sufficient water to completely dissolve it when warmed above

90 degrees F., the solution setting to a pelly again on cooling. There are two kinds of gelatin—hard and soft—a mixture of the two being employed for emulsion making. Gelatin forms a most convenient vehicle for the sensitive silver salts in dry plates and in printing out papers. In both cases it is probable that the gelatin itself plays an important part in increasing the sensitiveness of the silver salt. Gelatin is rendered insoluble by exposure to light, and this action is greatly hastened by the presence of a bichromate. The so-called carbon process and several photo-mechanical processes of reproduction depend upon this. Another property is that while ordinary gelatin before exposure to light remains "tacky"—i.e., has a tendency to absorb water and to repel grease, after exposure it no longer does so. Other reproductive processes depend upon this property. Acetic acid and several other acids dissolve gelatin in the cold, and advantage is taken of the action of acetic acid to form a liquid glue or cement. Tannin combines with gelatin to form an insoluble compound.

Glue is a commercial form of gelatin. Fish glue is largely employed in the photo-mechanical processes.

Glycerin is used in developing platinum prints. The print is first of all coated with glycerin, and the developer, containing more or less glycerin, is applied with a brush. This allows of local development.

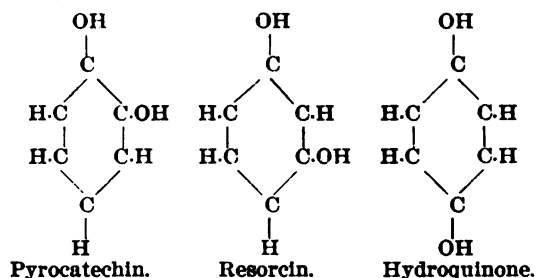
Glycin (oxyphenyl-glycin— $C_6H_4OH.NH.CH_2.COOH$) is one of the comparatively new developers. It is rather insoluble by itself, but dissolves readily in alkali and sulphite.

Gum Arabic.—Several processes depend upon the use of this substance—notably the gum-bichromate process, in which paper coated with bichromatized pigmented gum is exposed beneath a negative. Washing—largely assisted by the judgment of the operator—removes the portions not rendered insoluble by light.

Gun Cotton (see Pyroxylin).

Gold Chloride.—The "gold chloride" known to photographers is a double salt of chloride of gold, and sodium or potassium. It is always slightly acid, and it is well to neutralize the solution with a little whiting. The gold salt is employed for toning silver prints, a process of electro-deposition taking place, gold being deposited in place of the silver.

Hydroquinone is one of the three diphenols—pyrocatechin and resorcin being the other two. All are used or can be used as developers, hydroquinone being employed very extensively. The following diagram shows the relative composition of the three bodies, the difference consisting in the arrangement of the hydroxyls in the benzene ring:



Hydroquinone gives a rather dense negative, and for this reason is frequently employed with metol, which gives detail rather than density.

Hydrazine (N_2H_4) and

Hydroxylamine ($NH_2.OH$) have been suggested as developers.

Hydrogen Peroxide is occasionally employed to get rid of the last traces of thiosulphate ("hypo") in prints after fixing. It possesses strong bleaching properties and is sometimes used for that purpose.

"Hypo" (see Sodium Thiosulphate).

Hypochlorites.—All hypochlorites, such as solution of bleaching powder or eau de javelle, reduce the density of the silver image by oxidizing and dissolving the metol.

Iron Salts play an important part in several photographic processes. Ferric salts are reduced to ferrous salts by the action of light, and although the reduced image is barely visible to the naked eye, it can immediately be rendered so by the addition of potassium ferricyanide, which causes the reduced image to turn blue. If ferrocyanide be added a negative print is obtained instead of a positive. In practice the printing paper is coated with a mixture of ammonio-citrate of iron and potassium ferricyanide, so that the paper contains its own developer, only washing being required to remove the unacted upon salt. Various modifications of this process are practiced. Another important application of iron salts is in the platinum process. A mixture of potassium chloroplatinate and ferric oxalate is employed on the paper. The light first reduces the ferric salt, which in turn reduces the platinum.

Iron, Ammonio-Citrate of (see above).

(To be concluded.)

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Preparations of Galega.—P. F. inquires as to the botany and pharmacy of the Galega preparations which have been recommended so highly of late for their galactagogue properties.

The popular name of galega is goat's rue, and the species used in the manufacture of the various galenical preparations is Galega officinalis. The plant is credited with galactagogue, diaphoretic, anthelmintic and antispasmodic properties. It derives its name from the Greek, "milk producing," which may account for its vogue as a galactagogue. It may be dispensed, according to a French authority, in one of the following forms, as prescribed:

TINCTURE OF GALEGA.

	Parts.
Aqueous extract of galega.....	1
Alcohol, 30 per cent.....	10

Dissolve and filter. Dose: 3 to 6 tablespoonfuls per diem in aromatic water after meals.

SYRUP OF GALEGA.

	Parts.
Aqueous extract of galega.....	50
Distilled water.....	50
Simple syrup.....	950
Tincture of fennel.....	24

Dissolve the extract with the water in the cold, filter, mix with simple syrup, 200; evaporate off the water, 50; add the rest of the syrup and then the tincture. Each tablespoonful contains 15 grains of extract. Dose: 1 tablespoonful three times a day in aromatic water.

ELIXIR OF GALEGA.

	Parts.
Tincture of galega.....	20
Simple syrup.....	8
Tincture of fennel.....	3

Mix. Dose: 1 liqueur glassful three times a day after meals.

Violet Sachet Powder.—M. A. M.—One of the most recent and perhaps best formulas for a violet sachet powder is given in Piesse's "Chemistry of Perfumes," as follows:

Ionone, pure.....	Gm. 0.008
Cassie flowers.....	Gm. 1000
Rose petals.....	Gm. 500
Powdered orris.....	Gm. 1000
Oil of bitter almond.....	Gm. 0.44
Grain musk.....	Gm. 1.17
Gum benzoin, powdered.....	Gm. 250

The different ingredients are thoroughly mixed and kept in a glass or porcelain container for a week before being offered for sale.

Pure ionone is not obtainable in this market, the article being sold in the form of a 10 per cent. alcoholic solution, and druggists who use this formula may find it necessary to employ a proportionately large amount of the solution and allow for its partial evaporation.

Creme de Menthe.—H. H.—This is essentially a peppermint cordial of rather full alcoholic strength. Various formulas are given for its preparation. As made originally it represented an elixir of green mint, the French formula reading somewhat as follows, in translation:

Put 2 ounces of green mint into a jar, pour over 1 quart of 90 per cent. alcohol, registering 50 degrees by Gay Lussac's alcoholometer, and let it steep for eight days; add 3 gills of syrup registering 30 degrees on the saccharometer, mix it with some filtering paper and pour the whole into a filtering bag. When the liqueur is thus

strained it should be perfectly clear and limpid; bottle it and keep the bottles in a dry place.

Crème de menthe is made extemporaneously by adding syrup to a solution of peppermint oil in alcohol and coloring light green. The following formula is given by Hiss:

Peppermint oil.....	drops 32
Sugar.....	av. oz. 56
Alcohol, deodorized.....	fl. oz. 52
Water, distilled, enough to make.....	gal. 1

Dissolve the oil in the alcohol, the sugar in the water, mix the two solutions, color green, or it may be left uncolored, and filter clear.

Lice on Cattle.—H. A. D. asks for a formula to use against insects on cattle.

Powder insecticides are not well adapted for application to cattle; liquid applications are preferred, owing to the tendency of the parasites to secrete themselves deeply within the coat of the animal and form their nests in the dirty matted hair. A mixture of crude petroleum oil with oil of tar and cotton seed oil in some such proportion as the following is recommended:

Crude oil.....	oz. 1
Oil of tar.....	oz. 1
Cotton seed oil.....	oz. 5

Stavesacre is an effectual destroyer of lice if prepared by boiling ½ pound with a gallon of water and brushing well into the coat with a hard brush. An alkaline solution of crude carbolic acid of suitable strength should make a very effective application against lice in cattle, and our correspondent is referred to the Queries and Answers column of the AMERICAN DRUGGIST for May 11, page 255, where directions are given for the preparation of insecticide solutions of this character. In applying this kind of lotion it should be previously diluted with a solution of soft soap in hot water. The dressing should be applied twice or three times at intervals of four or five days.

To Ink Typewriter Ribbons. W. H. C.—The modus operandi of applying ink to typewriter ribbons has been described in previous issues. A more recent contribution to our knowledge of the subject is found in the *Scientific American*, where it is recommended to proceed as follows:

Take petrolatum of high boiling point, melt it on a water bath or slow fire, and incorporate by constant stirring as much lamp black or powdered drop black as it will take up without becoming granular. If the fat remains in excess, the print is liable to have a greasy outline; if the color is in excess, the print will not be clear. Remove the mixture from the fire, and while it is cooling mix equal parts of petrolatum, benzin, and rectified oil of turpentine, in which dissolve the fatty ink, introduced in small portions by constant agitation. The volatile solvents should be in such quantity that the fluid ink is of the consistency of fresh oil paint.

One secret of success lies in the proper application of the ink to the ribbon. Wind the ribbon on a piece of cardboard, spread on a table several layers of newspaper, then unwind the ribbon in such lengths as may be most convenient, and lay it flat on the paper. Apply the ink after agitation by means of a soft brush, and rub it well into the interstices of the ribbon with a tooth brush. Hardly any ink should remain visible on the surface. For

colored inks use Prussian blue, red lead, etc., and especially the aniline colors. Aniline black, $\frac{1}{2}$ ounce; alcohol, 15 ounces; concentrated glycerin, 15 ounces. Dissolve the aniline black in the alcohol and add the glycerin. Ink as before.

Book on Diseases of Animals.—R. H. McC. wishes to know where he can get a good work on the diseases of horses, cows and poultry, and the remedies for them.

One of the most useful and reliable treatises on the diseases of animals and the remedies for them is "Veterinary Counter Practice," a book written expressly for pharmacists by veterinary surgeons. It is published at the offices of the *Chemist and Druggist*, 42 Cannon street, London, and is kept on sale in this country by McKesson & Robbins 95 Fulton street, New York; price, \$2.00.

Book on Toilet Preparations and Formulas.—R. H. McC.—Most books of druggists' formulas contain recipes for toilet preparations in addition to the host of other compounds made or kept on sale by retail druggists, and as good a book as any is the "Standard Formulary," published by G. P. Engelhard & Co., Chicago; price, \$4.00.

Book on Flavoring Extracts.—A. E. Hiss, 3100 Wentworth avenue, Chicago, writes: "Some time ago you had a query as to a good book on flavoring extracts. The 'Standard Manual of Beverages' contains the most complete assortment of formulas for flavoring extracts of any work extant. This is in spite of the fact that it is primarily a book on soda water."

Magnesium Citrate Solution: Is There One Made That Will Keep Indefinitely?—W. A. M. writes: "Do you know whether or not a magnesium citrate solution is made that will keep indefinitely?"

Death to Cockroaches and Croton Bugs is assured when the following compound is sprinkled about their haunts:

Cape aloes.....oz. 2
Water.....oz. 20

Boil and add:

Flowers of camphor.....drachms 6

Detection of Arsenic in Glycerin.—Bougault states that in glycerin sold for pharmaceutical purposes he has found 3 to 5 Cg. of arsenious anhydride per litre. For its detection he recommends the sensitive reagent of Engel and Bernard, which is prepared as follows: Dissolve 20 Gm. sodium hypophosphite in 20 Cc. of water, add 200 Cc. of pure hydrochloric acid (sp. g. 1.17), and filter out the precipitate of sodium chloride. The test is performed by heating 5 Cc. of the glycerin with 10 Cc. of this reagent by immersion in boiling water, when a brown color of precipitate appears if arsenic be present. Even with 1-100 mg. of arsenic the coloration is produced, and a visible precipitate settles to the bottom of the test tube after standing a few days.—*Chem. Zeit. Rep.*, 1902, 175; through *Phar. Jour.*

We Cannot Print This Letter.

The writer of a letter to the Editor, bearing the signature "Smith-Brown-Jones," in which suggestions are made regarding the establishment of a commission of experts for the framing of anti-substitution and other laws affecting pharmacists, in line with our own suggestions on the subject, is invited to supply his real name and address, not for publication, but to bring his letter into agreement with the editorial policy of the *AMERICAN DRUGGIST*, which is opposed to the publication of anonymous communications.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

OPPORTUNE ADVERTISING.

THERE are times throughout the year when there are special opportunities for getting results from advertising. The shrewd advertiser will heed and make the most of them. These are apt to be times when trade is already good, when people are buying freely, but a good time to turn trade to your store which otherwise would go elsewhere. Much is gained in advertising if you can present your plea just when the person approached is about to buy something in your line, because the impression you make has no time to get cold. It is made at the right psychological moment.

By way of illustration let us suppose that an epidemic of typhoid fever breaks out. People are at once alive to the need of preventative measures. If you sell a pure bottled table water there will be an opportunity to at once create a large sale for it. The benefit of going after this business does not consist of the increased sales alone; there is apt to be another even more important result. This result is the gain of new customers who, first drawn to your store by this special need, are apt to remain if pleased with the service received.

The same principle operates all the time more or less, and is one of the phases of advertising not commonly heeded. The country druggist has in this, as in every phase of advertising, the advantage of his city brother.

He handles more goods for which there is active demand at special seasons. Spraying materials, paris green, machine oils and similar items present opportunities for a little special effort that is apt to yield these double results.

The immediate profit on an increased sale of machine oils might not justify very extensive advertising, but such advertising is apt to draw to the store some new trade, and there is profit in that. If, just at the time a man needs oils—or anything else—you can make him believe it will pay him to come to your store for the goods, you have taken a long step toward securing his further business.

The advantage of such advertising is that you know just when to do it and are apt to be alive to what you must say to bring results. Such opportune and seasonable advertising should usually be in the form of direct appeal through the mail. You desire to make an immediate impression; your time is short; it will pay to make sure that you reach the people you are after. No great art is required in the method of approach. A mailing card or circular letter will do.

Just say the best word you can for your goods and prices. The man who has the need will have this need in mind. This insures his attention and the results. It

presents the best opportunity you ever have of gaining a new customer. All substantial growth is made up of such gains.

CRITICISM AND COMMENT.

Cole & Mathews, Corning, N. Y., recently submitted a neat little folder, entitled "Signs of Spring." On the second fold of the circular were the following "signs:"

Slush, followed by mud,
That "tired feeling,"
The first robin,
The streets cleaned, etc.

Then followed pages on seasonable goods, chiefly paints and wall paper.

The circular is well constructed and is neatly printed.

It conveys the right sort of information, and should produce results.

GOOD CIRCULARS.

S. E. Meister, Lancaster, Pa., sends in a series of folders used in recent months.

These circulars are uniformly good. The only criticism I would make is that the circulars are too similar in appearance.

The arrangement is the same in all, and all are printed on the same stock and in the same color of ink.

There would be no special need of altering the general form of the circular if the color of paper and ink were varied. This latter expedient should, I think, be used in order to avoid monotony and to make it apparent that each succeeding circular is something new.

The character of Mr. Meister's material may be judged by the following, which formed the introduction to one of the folders:

A DEPENDABLE DRUG STORE.

There are drug stores and drug stores. Some are good, some not so good. The not-so-good kind may be a good enough place to buy brushes, sponges or soda water, but it is not always a safe and reliable place to get prescriptions filled.

Ours is an attractive and well arranged drug store, where there is a place for everything and everything in its place. It is a clean store. Everything you see and everything you don't see is as neat as a new pin.

It is an up to date store. There's nothing old or stale or shop worn in it. Whatever you buy is new and fresh.

It is an accommodating store. There is an atmosphere about it that makes you feel at home. You are treated courteously. You are waited on promptly. You get exactly what you ask for without any argument. You are made to feel just as welcome when you buy a postage stamp or use the telephone as when you buy \$5 worth of goods.

It is a dependable store. You get what you think you get. You get the best and purest of everything. Nothing unreliable or unworthy ever goes out of this store, for the very good reason that nothing unreliable ever comes in.

Isn't it safe to let us fill your prescriptions?

Meister's Drug Store,
West Chestnut and Mary Streets,
Lancaster, Pa.

SOME CURRENT ADVERTISING.

No. 1.—The old style inventory ad. Once universal, now seldom seen. There are plenty of good reasons for its disappearance.

No. 2.—Not a very good ad and rendered more ineffective by the confused method of setting. One strong headline with the remainder of the matter in smaller type of uniform size would have made the ad three times as conspicuous.

BLANK BOOKS AND STATIONERY

Day Books, Journals, Ledgers, Cash, Record, Composition, Order, Memoranda, Note, Receipt, Weekly and Monthly Time Books, Bill, Journal, Ledger and Legal Cap Paper, Rhinoceros Bill, Files, Lancaster Letter Files, Copying Books, Carbons, Paper, Paper Clips and Fasteners, Marking Tags, Stamps, Inks, Pens, Balms, and everything needed in office or home, at

THE COTE PHARMACY

Strength IS THE ONE
THING NEXT TO **Health**
WHICH EVERY ONE DESIRES!
OUR
Beef, Iron and Wine
is a great strength producer.
25c, 50c, \$1.00.
Your money back if you want it.
Fred's Dutch Drug Co.
100 Main Street.

Does Frank Sell Hair Restorer?



FRANK A. GREEN,
The celebrated Druggist, FRANK A. GREEN, of New York, has a new and improved hair restorer, which he calls "FRANK'S HAIR RESTORER." It is a great strength producer, and will make the hair grow again. It is a great strength producer, and will make the hair grow again. It is a great strength producer, and will make the hair grow again.

A DRUG STORE THAT You Can Trust

Our constant aim is to conduct our business in such a way that all of our customers will feel that they can trust us to give them the best drug store service that can be had. Every day we have evidence that many of our customers do not trust us now. If you have never thought of us in this light, let us suggest that the way to trust us, is just to "trust us." You will never regret it.

JOHN COLEMAN.
DRUGGIST,
2500 Chapline Street.

DR. SCOTT'S
WHITE PINE AND TAR
Largest & Largest
APFOWLER'S Drug Store
104 FLAVEL ST.

PERFUMES AND TOILET WATERS

are absolute essentials for every woman's dressing table. It is probable that in no other assortment of a lady's toilet or there are more "peer things" than in these articles. As in everything else, quality is the very best makes of imported perfumes, namely: Roger & Colette's, Fladon's, L'Esprit, Alphonse's, Fiver's and the Crown Perfumery Co.'s. Also an entire line of good domestic perfumes and the best toilet waters. Prices the lowest consistent with the quality.

OTTO C. BASTIAN,
120 W. Washington St.

NO STALE DRUGS HERE

When you bring your prescriptions to us, the medicine will not contain any stale or worthless drugs. You can be sure of that. Every drug or chemical used in our prescriptions work is tested and proven to be of standard quality and fresh. That is why so many physicians direct their prescriptions to our drug store.

D. Arter Miller,
PHARMACIST.

Cor. Penn. Ave. & Overton St., Greenburg, Pa.

A RUPTURE IS BAD

but a properly fitting truss will greatly help the discomfort and annoyance from it.

We have a special private dress department with an expert constantly in attendance. We have every variety made at times at prices ranging from \$2.50 to \$7.00.

Included in this line are the hand rubber, celluloid, elastic, leather covered, etc.

We also carry a very complete stock of abdominal support, bandages, crutches and surgical instruments of every kind.

**The Modern
Pharmacy**
63 Court Street
Dr. S. L. SMITH, Prop.

Advertisements Reduced One-Half.

No. 3.—A nicely displayed general ad, a kind of an ad that should not be relied upon too much.

No. 4.—This advertiser would save money by using four or five times as much space, provided the larger space contained the right sort of matter.

No. 5.—This was clipped from the *Chicago Record-Herald*. The *Herald* artist evidently added the illustration and the line at the top.

No. 6.—A kind of ad that anybody can write and better than many that have more elaborate preparation, because it is a straightforward presentation of its subject.

No. 7.—In its original form the heavy rule border gave it the appearance of being dressed in mourning.

No. 8.—More mourning border. Would have been a good ad but for the weak headline and first sentence.

Some Breakfast Food Jokes.

"Who is that man they are forcing to eat so much beefsteak and chops?"

"Oh, he is the strong man."

"Going in a museum, eh?"

"No, some cereal food concern are going to use his picture on their product."—*Chicago News*.

Bill: "You say he lost his job in the Weather Bureau?"

Jill: "He lied too much to even suit them there."

"What's he doing now?"

"Why, he's writing up the advantages of a new breakfast cereal."—*Yonkers Statesman*.

Bings: "How do you cook that new breakfast food you manufactured?"

Bangs: "Just add hot water and serve."

Bings: "But how do you manage to place it before the public?"

Bangs: "Just add hot air and nerve."—*New York Times*.

PHARMACY AT THE AMERICAN MEDICAL ASSOCIATION MEETING.

The Code of Ethics Superseded by an Advisory Statement—Pharmacists Eligible for Membership—Few Pharmacists in Attendance—Sale of Narcotic Drugs Discussed—The Creosote Question.

THE fifty-fourth annual meeting of the American Medical Association, held at New Orleans during the second week in May, was characterized by a more liberal spirit than has heretofore animated this organization, this spirit being manifested in the substitution of an "advisory" statement of principles broad and catholic in spirit for the mandatory "code of ethics," narrow in its conceptions and unyieldingly rigid in its applications which caused the estrangement from the organization of a large proportion of the representative physicians of the State of New York. Another evidence of the greater liberality of spirit governing the deliberations of the body is the adoption of a rule admitting to membership in the association dentists and pharmacists, who are recommended for membership by the respective sections on stomatology and on materia medica, pharmacy and therapeutics. Both changes are a distinct advance and will be of advantage to the association. The position of these delegates to the sections who are not physicians has heretofore been most awkward, since they had practically no official standing and hence felt that their participation in the debates was rather irregular; while being neither members nor exhibitors, no provision was made permitting them to register and officially participate in the social life of the meetings. The somewhat humiliating position occupied by these delegates under the former rulings was no doubt largely responsible for the decline of interest among pharmacists in the section on materia medica, pharmacy and therapeutics and which reduced the attendance of pharmacists to a very low ebb.

The officers of the section on materia medica, pharmacy and therapeutics at the New Orleans meeting were: Chairman, Dr. Solomon Solis-Cohen, of Philadelphia, and secretary, Prof. C. S. N. Hallberg, of Chicago. The sessions were held in the Carondelet Street Methodist Church.

THE CHEMISTRY OF ERGOT.

Probably the most interesting paper presented from a purely pharmaceutical point of view was that of Dr. A. B. Lyons, of Detroit, on the chemistry of ergot which, owing to the absence of the author, was presented in abstract only. The paper opened with a discussion of the unstable nature of the various constituents of ergot, which has been an important factor in preventing satisfactory results of the chemist's study of them.

Wiggers in 1830 prepared ergotin, not a definite chemical compound. In 1864 Wenzell separated ecobolin and ergotin, which he thought were salts of "ergotic acid." In 1874 Tanret announced the discovery of ergotin, which he believed to be the active principle. In 1875 Podwyssotsky and Dragendorff said the active constituents were sclerotic acid and scleromucin. Kobert, in 1885, demonstrated that the alkaloidal constituent, cornutin, acted powerfully on the uterus, while a second active substance, sphacelic acid, produced different toxic effects. The most recent investigation is that of C. Jacobi, 1897, according to which ergot contains a basic substance, secalin, which is physiologically inactive, a neutral body, ergochrysin, also inert, and an exceedingly inactive compound, sphacelotoxin, which exists partly in combination with ergochrysin, forming chryso-toxin, partly combined with secalin, forming secalintoxin, these two compounds being the actual active constituents of ergot. In 1902 Dohme published results of some experiments, indicating that the activity of the drug, as shown by effects on capillary circulation, resides in the alkaloidal constituent, but the research was not an exhaustive one, and Jacobi's results remain the most satisfactory of any yet reached.

THE UNITED STATES PHARMACOPŒIA.

Professor Hallberg also presented a paper of interest to pharmacists under the title of "The United States Pharmacopœia," in which he reviewed the status of the work of the sub-committees: the limitation of purity of medicinal chemicals; the question as to the substitution of isolated principles for natural products in the volatile oils and similar educts; the extension of the list of assayed drugs and preparations;

standardization; the question as to the admission of diphtheric antitoxin, and posology and nomenclature.

The paper by Dr. Wm. J. Robinson, of New York, on the composition of some so-called new synthetics was also of interest pharmaceutically and aroused considerable discussion.

Laura House Branson, of Iowa City, read an interesting paper on mercury and its preparations and the various modes of administering them. Another interesting paper dealt with the morphine series and was presented by Dr. Smith Ely Jelliffe, of the faculty of the New York College of Pharmacy. The paper discussed the entire morphine group, including codeine, diionine, peronine, heroine and morphine. The author pointed out the chemical relations existing between the various drugs in this group and also the relations between the chemical constitution and the physiological action.

The American Pharmaceutical Association was represented by Dr. H. R. Slack, of La Grange, Ga., the secretary; Professor Hallberg, of Chicago, and Caswell A. Mayo, of New York, who acted as spokesman of the delegation, making a brief address to the section and pointing out the lines of mutual interest along which the two associations were working. Mr. Mayo also called the attention of the section to the creosote question and pointed out the confusion existing in the minds of both physicians and pharmacists as to the use of this term. He presented to the section a resolution defining the term creosote and limiting its use, which was practically a duplicate of the resolution presented by him at the St. Louis meeting of the American Pharmaceutical Association and adopted by that association.

The resolution, as altered to adapt it to the section, reads as follows:

Resolved, That in the opinion of the Section on Materia Medica, Pharmacy and Therapeutics of the American Medical Association, the use of the term creosote should be restricted to true wood-tar creosote, owing to the great danger arising from the indiscriminate use of the term, and that prescribers should exercise great caution to prevent the use of so-called "coal-tar creosote" where they desire creosote to be administered.

The report of the committee of the Section on Nerve Nos-trums and Drug Addictions pointed out the dangers arising from the use of secret nostrums containing narcotic drugs. The following resolution was adopted in connection with this report and of the paper by Dr. Wm. J. Robinson:

In view of the growth of the use and abuse of proprietary remedies, the Section recommends:

1. That newspapers which do not print objectionable medical advertisements are entitled to and should receive the favor and preference of medical men.
2. That articles on the dangers arising from the use of quack nostrums should be written for such newspapers for publication.
3. That the Committee on National Legislation be asked to consider the feasibility of the introduction in the next House of Representatives of an interstate measure prohibiting or limiting the sale of poisonous and dangerous patent medicines.
4. That no medicinal preparation for internal use, as distinguished from antiseptics, disinfectants, cosmetics and dietetics, advertised as a remedy or cure to the laity, is entitled to the patronage of physicians, nor should such be admitted to the pages of medical journals, nor to the exhibitions of the American Medical Association.
5. That manufacturers be requested to print the scientific or chemical names under the trade name of all pharmaceutical or chemical preparations.
6. That the general plan and objects of the National Bureau of Medicines and Foods are entitled to a further careful investigation by a special committee of the American Medical Association.

THE METRIC SYSTEM.

The following resolutions approving the metric system were adoption by the section:

Resolved, That teachers of medicine and pharmacy, editors of medical and pharmaceutical journals, and authors of text-books, are respectfully requested to give precedence to the metric method in the writing of all medical formulæ and that for the administration of doses of less than a teaspoonful the quantity be stated in drops delivered from a standard medicine dropper or pipette of three millimeters of external diameter, which will deliver twenty drops of water at 15 degrees C., which will measure one cubic centimeter when dropped at the rate of 1 per second, and that the teaspoonful be considered as equivalent to 5 cubic centimeters, and that the tablespoonful be considered as equivalent to 15 centimeters; and

Resolved, That the orthography, abbreviations, etc., of the International Bureau, or as revised by the National Bureau of Standards at Washington, shall also be recommended for adoption in medical and pharmaceutical publications; and

Resolved, That a copy of these resolutions be transmitted to the Committee on Revision of the United States Pharmacopœia for 1900, with the request that they be incorporated, as far as possible, in the United States Pharmacopœia.

Dr. Oliver T. Osborne, of New Haven, was elected chairman of the section; Prof. C. S. N. Hallberg, of Chicago, was re-elected secretary, and Dr. W. J. Robinson, of New York, was elected member of the House of Delegates from the section.

The report of the Committee on Dosage of Liquid Medicines recommended the adoption of resolutions regarding the metric equivalents of apothecary's measures in consonance with those adopted at the Philadelphia meeting of the American Pharmaceutical Association. The total number of papers presented was 29, including those mentioned above, which were those of the greatest pharmaceutical interest.

BOSTWICK-DOWLING BILL VETOED.**No Message Accompanied the Veto.***(From Our Regular Correspondent.)*

Albany, N. Y., May 20.—Governor Odell did not make a statement regarding his veto of the Bostwick-Dowling bill when he sent the measure back without his official signature. The Governor, however, made a personal memorandum, which was not made public and which contained his reason for vetoing the bill. In that note he declared that the measure was too general and drastic in its details. It was feared that if the measure was signed and became a law it would harm, in certain respects, persons whom it was rather designed to aid. The Governor is out of town and may not return for some days. The information contained herein was given out at the Executive Chamber in the Capitol this morning.

NEW YORK WINS CHAMPIONSHIP.

The Chicago Tournament a Great Success—Third Time that New York Has Won the Pennant—Chicago Puts Up a Strong Game—The Banquet Superb.

Chicago, May 18.—New York won the championship of the American Drug Trade Bowling Association in the tournament which was played at Thompson's alleys. New York did not have a walkover by any means, and when the Chicago men piled up a score of 930 in the first game on the last day the visitors' chances looked doubtful. They rallied and the local



The Competing Teams.

men were unable to hold the pace, so the pennant went East. This is New York's third championship, while Chicago has also enjoyed the honor three times. The final results were:

	Played.	Won.	Lost.	Per ct.
New York.....	18	14	4	0.778
Chicago.....	18	12	6	0.667
Philadelphia.....	18	6	12	0.333
Baltimore.....	18	4	14	0.222

The scores in the final games, which were decidedly exciting, were:

MORNING SERIES.

New York.	1st.	2d.	3d.	Chicago.	1st.	2d.	3d.
Stevens.....	182	181	174	Schmidt.....	196	182	173
Carr.....	177	161	192	Barnett.....	171	182	193
Barnes.....	141	179	160	Leonard.....	183	179	158
Judge.....	150	163	180	Trall.....	210	137	150
Ruddiman.....	160	188	191	Moore.....	170	180	175
Totals.....	810	872	897	Totals.....	930	840	840

Philadelphia.	1st.	2d.	3d.	Baltimore.	1st.	2d.	3d.
Mooney.....	178	161	198	Brauer.....	158	220	216
Wells.....	171	144	119	Mueller.....	122	120	164
Elston.....	148	199	157	Mackall.....	139	166	151
Wright.....	177	143	189	Davis.....	164	165	145
Silvey.....	166	180	192	Baumgartner.....	157	169	168
Totals.....	842	827	855	Totals.....	740	830	844

AFTERNOON SERIES.

Chicago.	1st.	2d.	3d.	Baltimore.	1st.	2d.	3d.
Schmidt.....	165	163	158	Brauer.....	161	158	183
Barnett.....	161	211	160	Miller.....	165	132	196
Leonard.....	177	181	171	Kabronagel.....	141	166	186
Moore.....	172	203	192	Davis.....	90	145	123
Thomas.....	172	193	173	Baumgartner.....	157	149	171
Totals.....	847	951	854	Totals.....	714	750	809
New York.	1st.	2d.	3d.	Philadelphia.	1st.	2d.	3d.
Stevens.....	177	201	150	Mooney.....	156	165	157
Carr.....	212	129	...	Donnell.....	134	...	146
Howe.....	...	...	146	Wells.....	...	169	170
Barnes.....	183	165	...	Elston.....	146	152	185
Carberry.....	...	...	165	Wright.....	148	158	...
Judge.....	192	158	211	Silvey.....	142	146	169
Ruddiman.....	170	155	169	Totals.....	726	790	777
Totals.....	934	808	841	Totals.....	726	790	777

The meet closed with a banquet at the Chicago Athletic Association, which was declared to be one of the most successful affairs of the kind that habitués of the Michigan avenue club had ever known of. The arrangements for the banquet, and for the highly enjoyable entertainment which accompanied it, were in charge of Charles E. Matthews, chairman of the Entertainment Committee. A. Bauer, the incoming president, was toastmaster and the speakers were Messrs. Fred. Moore; Donnell, of Philadelphia; Carr, of New York, and Colonel Brentwaters, of Baltimore. The distribution of prizes was made by G. A. Thomas. H. A. Antram was also heard in some excellent readings. Music was furnished by a quartette of negro minstrels. Herbert Watrous also rendered some bass solos which made a hit.

The following were elected as officers for the ensuing year: President—A. Bauer, Chicago.

Vice-President—L. H. Davis, Baltimore.

Secretary and Treasurer—S. Wright, Philadelphia.

Executive Committee—Dr. G. A. Thomas, Chicago; W. J. Carr, New York; C. P. Donnell, Philadelphia; A. Baumgartner, Baltimore.

The meeting next year will take place in Buffalo.

THE NEW REGULATIONS GOVERNING THE SALE OF BENZIN, ETC.

Quantities and Kind of Combustible Materials that Druggists May Handle—Provisions of the New Regulations Drafted by the Municipal Explosives Commission.

After a good deal of careful investigation and after conferences with druggists, the Municipal Explosives Commission of the city of New York have completed a set of regulations to govern the sale and storage of combustible drugs and chemicals within the city limits. The regulations have been submitted to Mayor Low and must receive his approval before becoming operative. The regulations, as a whole, appear to be satisfactory to both retail and wholesale druggists and others handling such materials, except that retailers would have preferred to be allowed to sell benzin in 8-ounce bottles rather than in 4-ounce containers, as decided upon by the commission. The new regulations are quite elaborate; they specifically state the quantities of combustible materials, drugs and chemicals which druggists will be allowed to carry, and impose many conditions and rules which must be complied with in order to enjoy a permit.

RULES PERTAINING TO PERMITS.

The permits are to remain in force one year, unless revoked by the Fire Commissioner, and no permit can cover more than one building. The fees are: For retail druggist's permit, \$2; for a wholesale druggist's permit, \$10; and for a certificate of fitness, \$1. The Fire Commissioner is given absolute authority to grant all permits, and no permit will be given unless a survey of the premises to be covered by the permit warrants the issuance of same. The quantities allowed to be stored and stated in the schedules are the maximum quantities, but the Fire Commissioner is given the right to allow a less quantity if in his judgment it is deemed advisable. The following schedules show the maximum quantities which retail pharmacists are permitted to keep on the premises:

	ACIDS. Pounds.	Carboys.	Ounces.
Muriatic .....	..	1	..
Sulphuric .....	..	1	..
Nitric	15	..	..
Picric .....	..	..	1
Chromic	1	..	..
Carbolic	100	..	..

VOLATILE COMBUSTIBLE LIQUIDS.

	Barrels.	Pounds.	Gallons.	Ounces.
Ethers .....	..	5	..	..
Collodion .....	..	5	..	..
Acetone .....	..	5	..	..
Ethyl alcohol	1	..	..	..
Methyl alcohol	1	..	..	..
Amyl alcohol .....	..	..	1	..
Amyl acetate .....	..	..	1	..
Amyl nitrite .....	..	..	..	4
Turpentine .....	..	..	5	..
Naphthas (gasoline, benzol or heavy naphtha) .....	..	..	5	..
Bisulphide of carbon	1	..	..	..

COMBUSTIBLE LIQUIDS.

	Pounds.
Essential oils, in all	100

SALTS.

	Pounds.
Nitrate of soda	25
Chlorate of potash	50
Saltpetre	50
Nitrate of silver	1
Chlorate of sodium	25
Potassium permanganate	5

COMBUSTIBLE SOLIDS.

	Pounds.	Barrels.	Ounces.
Phosphorus .....	..	..	1
Sulphur	100	..	..
Naphthalene .....	..	3	..
Venice turpentine	1	..	..
Excelsior .....	..	1	..
Lamp black	10	..	..
Charcoal (powdered)	10	..	..
Oakum	10	..	..
Lycopodium	5	..	..

REGULATIONS GOVERNING THE SALE OF BENZIN.

Liquids for cleaning purposes composed of solvents which are products of coal tar or petroleum and which have a boiling point of less than 150 degrees F—e. g.: Gasoline, benzol and naphtha—shall not be dispensed or sold in retail drug stores except under the following conditions:

That they be sold only in bottles and in quantity not exceeding 4 ounces; that the bottles containing such volatile liquids shall not be filled on the premises of retail drug stores; that the total amount of such volatile liquids thus kept on hand shall not exceed 5 gallons; that each bottle shall bear a label printed with red ink in legible characters reading as follows: "Dangerous. Beware of inflammable vapor. Do not open this bottle in any room with fire, gas or open light."

Carboys of acid or barrel lots of alcohol when permitted in retail drug stores must be stored in open vaults outside of the house line or in a yard.

PROHIBITED ARTICLES.

Wholesale and retail druggists are absolutely prohibited from having on sale or in storage any of the following substances:

Colored fire in any form, flashlight powders, liquid acetylene, acetylde of copper, fulminate of mercury, fulminating gold and silver, or any other fulminate or fulminating compound, gun-cotton, nitroglycerin, except in U. S. P. solution, chloride of nitrogen or any amide or amine explosive, gunpowder in any form, cymogene or any volatile product of petroleum or coal tar having a boiling point lower than 60 degrees F., chlorate of potash in admixture with organic substances or with phosphorus or sulphur. This last restriction, however, will not apply to the manufacture or storage of tablets of chlorate of potash made, kept and intended for use solely for medicinal purposes. A druggist's permit will be revoked for continued violation of the regulations.

California College Graduates.

The degree of Graduate in Pharmacy was conferred upon the following named students of the California College of Pharmacy at the commencement exercises in San Francisco, held on May 12:

Caroline Armstrong, Templeton; William John Balfrey, Etna; James Lee Brown, Marshfield, Ore.; J. Erwin Castelhub, San Francisco; Adelina Diana Cereghino, San Francisco; James G. Creighton, The Dalles, Ore.; Mary Joseph Crowley, San Francisco; Joseph Weymouth de Merritt, Haywards; Mabel Beatrice Dolcini, Gaudaloupe; Harry Dutton, Los Angeles; Harry Frederick Erkhardt, Sacramento; Leo Aloysius Farran, San Francisco; Perry Francis Farrington, San Jose; Jess Thomas Forsyth, Santa Rosa; Leon Burr Haskins, Medford, Ore.; Darwin William Irvine, Salt Lake City, Utah; William

David Kaufman, San Francisco; Wilbur Wells Keim, Chino; Louis Hamilton Kilpatrick, San Francisco; Cecil Williams Lillard, Berkeley; Clarice MacCurdy, San Francisco; Jee Shin Yien Luther McLean, San Francisco; George Martin, Jr., Tucson, Ariz.; Eli Bunting May, Albion, Ill.; Attilio Stephen Musante, San Francisco; Katherine Nolan, Antioch; William James Peters, Amador; Charles Elwood Phoenix, Arroyo Grande; Percy W. Polk, Upper Lake; Arthur Leon Raney, Hanford; Mary Barbara Schmitz, San Francisco; Mary Amanda Scholten, San Francisco; Emile Gustave Schutz, San Francisco; Harley Earl Smith, Riverside; Douglas W. Swanner, Santa Ana; Harold James Taggart, Alexandria, Ont.; Daniel Grant Webber, Sacramento; Mary Vincent White, San Francisco; Ambrose Warren Woolf, Willows.

The following were graduated Bachelors of Pharmacy: Harry Willard Armour, Pomona; Leo Adelmo Schroeder, Los Angeles; Everett Towson, Vacaville.

Retail Drug Clerks' Association of Louisiana.

The regular monthly meeting of this association was held at the College of Pharmacy, Camp street, New Orleans, on Wednesday evening, May 6. In the absence of President Walker Vice-President Brown occupied the chair. After the transaction of some routine business Mr. Richardson, chairman of the Committee on Law Investigation, reported that his committee had called upon the District Attorney regarding the enforcement of the laws requiring the registration of clerks and had been referred by him to the Attorney-General, who gave an opinion upon the method pursued by the Board of Pharmacy in issuing temporary licenses to unqualified assistants. As a result of this interview the committee formulated a communication to be presented to the Board of Pharmacy of the State, and this communication was read and approved and the secretary instructed to lay the communication before the Board of Pharmacy. The text of the communication follows:

"Acting upon the counsel of the Attorney-General, who says that the power is not vested in your body to grant, give or issue temporary privileges, permits or certificates to practice pharmacy, pending an examination, to any person or persons, we hereby notify the board to discontinue at once this mode of procedure and withdraw all such above said privileges, permits or certificates granted, given or issued from this date on. "We also ask that none other than those who registered and qualified, and who have paid the registration fee, be allowed to practice. We trust that you will abide by the law and thereby avoid legal proceedings."

The names of several applicants for membership were favorably acted upon, and the secretary reported the receipt of several applications from proprietors for assistants, each application having been duly cared for. The secretary announced that in response to an invitation Caswell A. Mayo, editor of the AMERICAN DRUGGIST, of New York, was present, and at the request of the chairman Mr. Mayo made an informal address to the members, commending the methods pursued by them in the transaction of business so far as he had had an opportunity to observe during the evening. He spoke of the special advantage accruing from association in all lines of endeavor, and the special benefits which might be gained by intelligent co-operation and organization on the part of drug clerks. He took occasion, however, to warn the members against one of the pitfalls which had proven disastrous to a similar organization in New York City—namely, the introduction of the professional labor leader with his trade union methods, which were not applicable to the conditions under which the drug clerk worked. Mr. Mayo referred with regret to the fact that the resolution which had been adopted instructing the secretary to communicate to the Board of Pharmacy the results of the interview between the Attorney-General and the Committee on Law Investigation did not embrace directions to communicate the results of the investigations officially to the Louisiana Pharmaceutical Association. He said that he thought that in cases of this kind the widest possible degree of publicity should be given to any legal enactment or pronouncement, and that whatever might be the attitude of the clerks' association to the State Association, he felt sure that the communication of an opinion such as that submitted by the committee would not only be courteously received by the association, but given a careful consideration, with a view to bringing the influence of the association to bear in securing the enforcement of the law.

One of the members explained that he had opposed communicating directly with the State Association, on the ground that after the conference had been held between all the associations interested the final revision of the pharmacy law upon certain agreed upon lines had been left in the hands of the members of the committee representing the State Association, and that in some mysterious manner changes had been introduced which materially altered the workings of the law in a

manner detrimental to the interests of the clerks. He admitted that it might possibly be wrong to hold the entire association responsible for this circumstance, but he said that he wished to explain the circumstances to Mr. Mayo, so that he would understand that there were at least some grounds for distrusting the State Pharmaceutical Association.

Professor Ascher, dean of the college, then made a brief address on behalf of the State Association, urging the members of the clerks' organization to join it. He also took occasion to refer to his former association with Mr. Mayo as a student in New York.

In closing the meeting a vote of thanks to Mr. Mayo was passed, and a page of the minutes set apart for recording this vote.

The Amended Liquor Tax Law as It Affects Druggists.

Governor Odell has signed the Green liquor tax bill, which permits druggists to sell whiskey and other liquors in quantities, not exceeding 1 pint, without a physician's certificate, providing each pint bears a 10-cent stamp, to be furnished by the Excise Department. The cause for the memorandum, which is appended, is found in the uncertainty as to whether the new pharmacists' tax on sales of liquor of a pint or less allows pharmacists to sell liquors in communities where the citizens have decided against such sale through the local option feature of the law.

The following is the memorandum filed with the bill by the Governor:

Among the provisions of this bill is one providing for a limited sale of liquor by pharmacists in no greater quantity than one pint in each twenty-four hours to the same person, upon which an excise tax is levied in the sum of 10 cents for each pint so sold, which is evidenced by the affixing of stamps issued by the State Commissioner of Excise. Aside from this feature of the bill it carries many other essential provisions for the enforcement of the law. The fear has been expressed by some that its approval would authorize pharmacists in certain towns to sell liquor in larger quantities than they are now permitted to where question 3 only of section 16 of the local option provision of the Liquor Tax law has been voted upon affirmatively. Question 3 reads as follows:

"Selling liquor as a pharmacist on a physician's prescription—Shall any corporation, association, copartnership or person be authorized to traffic in liquors under the provisions of subdivision 3 of section 11 of the Liquor Tax law—namely, by selling liquor as a pharmacist on a physician's prescription?"

If such an interpretation of the proposed law were correct, or I thought there was danger that by indirection it would interfere with the local option feature of the present law, which I have quoted, and thereby authorize the sale of liquor in quantities when the electors intended only to approve its sale upon physicians' prescriptions, I should not hesitate to disapprove it and should await the action of another Legislature for provisions to make more certain the enforcement of those sections of the Liquor Tax law which this bill provides for.

However, the language of the existing statutes in reference to the local option features is so plain, and the advice which has been given to me upon this measure so positive, that it can only be operative where the electors have voted affirmatively upon question number 2, or where they have given an equivalent expression by an affirmative vote on questions 1 and 4, which permit the sale of liquor in quantities by others than pharmacists, that I am led to approve the bill. The provisions referred to above will not in any way affect the expression of the electors of the different towns of the State upon the several questions as submitted to them under the local option division of the Liquor Tax law.

COLLEGE COMMENCEMENTS.

Brooklyn College.

The twelfth annual commencement exercises of the Brooklyn College of Pharmacy were held in the Academy of Music, Brooklyn, on Thursday evening, May 14, when the degree of Graduate in Pharmacy was conferred on the following members of the class of 1903:

Abraham Ackerman, Julius Applebaum, Joseph A. Brandie, Rose Braunstein, David Breitman, Louis James Cohen, Simon Cohen, Thomas F. Crowley, Samuel S. Dichter, Victor Feltsen, William A. Fluhr, Joseph M. Friedberg, Simon Friedman, Otto P. Gilbert, Abraham Gilman, Rebecca Gitter, Charles S. Gluckman, Charles Gustafson, jr., Michael Halpern, Philip Halprin, Henry Helmerzhelm, Clarence V. Hubbs, Isaak Hurvitz, James Jacoby, John William King, jr., Harry Klatzko, H. C. Alexander Lauer, Emanuel Lieberman, Reginald Bray Martin, Barnett Miller, Philip Pearlstein, Thomas F. Raymon, Matthew Rieger, Joseph Schlein, Louis J. Schreiner, Samuel Gerald Scott, Frank Shoiné, Louis Silverman, Max Silverman, Jacob Tulman, Anna Weindling, John J. Wischerth, Charles B. Wolski.

Earlier classes were represented by the following members who received diplomas: 1902, William G. Meister, Louis A. Van Deinsse; 1901, William R. Dillman, Frank R. Douden, Walter S. Welton; 1900, Otto Huener, George E. Neuschaefer.

Certificates were given to Hermann H. Barteld, Tobias S. Breitzer, Gustav H. O. Fabian, jr., Frederick H. Haubenreich,

Herman Gerdes, jr., Edwin Hesse, John B. Heuser, Walter Eugene Hurley, Annette L. Levitt, Grover A. Meyer, Julius Muller, Joseph M. Scherer and Rose Weitzman.

The honor roll was as follows: Michael Halpern, Barnett Miller, John William King, jr., Rose Braunstein, Louis Silverman, Jacob Tulman, Louis James Cohen, Samuel Gerald Scott, Hermann H. Barteld, Edwin Hesse, Grover A. Meyer and Walter Eugene Hurley.

The announcement of the prize winners and the award of the prizes were made by President Kleine. The gold medal was secured by Michael Halpern, the silver medal by John William King, jr., the bronze medal by Rose Braunstein and the Brundage Medal by Barnett Miller. The alumni prize was carried off by Jacob Tulman and the junior prize by Mrs. Mamie Gesell. Post graduate degrees were conferred upon I. V. S. Stanislaus, Abraham Rosen and Adolph H. Collier.

The Maryland College.

The fifty-first annual commencement of the Maryland College of Pharmacy took place at the Lyceum Theatre, Baltimore, on Thursday afternoon, May 14. The more formal part of the exercises was varied by the introduction of musical selections, both vocal and instrumental. The degrees were conferred by the president, Charles E. Dohme. The Simon Medal for excellence in analytical chemistry was awarded to Dr. Charles C. Tumbleson. The first general prize was won by Dr. Burley D. Moose, the second general prize by Dr. Frank B. McFall and the third general prize by Dr. Frank L. McCartney. Special pharmaceutical prizes were also awarded to each of the three graduates last mentioned. The alumni prize for excellence in microscopy was awarded to Dr. R. Charles White. The first junior prize was awarded to Lewis Ayer Smith, of South Carolina, honorable mention being given to W. H. Raines, J. H. Von Dreel, jr., Samuel Hackermann, Carol E. Wood and Thomas J. Farr. A. S. Goldesborough delivered the address to the graduating class.

The list of graduates follows:

Candidates for the Degree of Doctor of Pharmacy—Florence Bonifant, A. C. Doyle, J. M. Evans, Karl H. Graham, A. S. Hillman, George Lemke, F. L. McCartney, F. B. McFall, G. C. McLarty, jr., I. W. McLean, G. D. Moose, Herbert Schoenrich, C. C. Tumbleson, R. C. White, C. S. Williamson.

Candidates for the Degree of Graduate in Pharmacy—J. L. Adams, E. R. Andrews, E. W. Barron, J. M. Cherry, Clarence Clapp, Karl K. Edmundson, J. S. Falck, A. M. Fulford, Eliza G. Gibson, F. O. Hawley, jr., Lettice M. Howard, G. H. Krug, J. E. Lindenberger, W. C. Lynch, J. G. Onnen, C. C. Pharr, G. W. Thomas, jr., D. M. Tomb, Louisa F. Zapf.

Class Officers—President, Clarence Clapp; vice-president, Karl Harris Graham; treasurer, Florence Bonifant; secretary, Gurley D. Moose; reporter, Robert Charles White.

New Jersey College.

The commencement exercises of the New Jersey College of Pharmacy were held Tuesday evening, April 28, at Association Hall, Newark, N. J. Addresses were made by Prof. P. E. Hommell and Howard MacSherry, after which the diplomas and prizes were awarded by the president of the college. Following is the list of graduates: Augustus L. Hellermann, Margaret Quinn, Samuel Burstein, Louis Schneider, Benjamin Burstein, Conrad L. Wick and Izzie Dultz.

Decision of the Appellate Division in the Rourke Suit.

The Appellate Division of the Supreme Court, State of New York, have handed down a decision in the appeal of Rourke Bros., of Binghamton, against the order of the lower court which required them to serve a bill of particulars in their suit against the Elk Drug Company. The decision favors the Elk Drug Company, though the order is modified in some particulars. It reads:

"Order of the lower court modified by striking therefrom specifications 4 to 18 and 21, 24 to 31. From specification No. 6 strike out the last clause—to wit: 'and the respective prices of such articles or commodities which it is alleged said association had fixed for the same.' From specification 12 strike out the last clause—viz.: 'with the respective dates of such applications and refusals.' From specification 20 strike out the last clause, 'with the contract value for each quantity of such goods and the dates when each of such quantities, withdrew or refused to perform said alleged contracts.' From specification 23 strike out the last clause, 'giving the names of the persons to whom and the dates when such expenses were paid, with the amount paid in each instance.' And as thus modified the order is affirmed, without costs to either party." No opinion was handed down with the decision, and it is noted that all the judges concurred.

Arkansas Pharmacists' Association.

The Arkansas Pharmacists' Association met in twenty-first annual session at Little Rock May 14 and 15, and elected the following officers to serve during the ensuing year:

R. B. King, president, Helena; C. J. Chapin, first vice-president, Searcy; J. W. Webb, second vice-president, Stuttgart; Will C. Bond, secretary, Little Rock; John A. Jungkind, treasurer, Little Rock; L. K. Snodgrass, of Little Rock; W. A. Skinner, of Pocahontas; W. R. Appleton, of El Dorado, Executive Committee.

Delegates were appointed as follows: To the American Pharmaceutical Association: J. B. Bond, sr., Little Rock; W. L. Dewoody, Pine Bluff; E. F. Klein, Hot Springs; A. L. Morgan, Camden; O. Halliburton, Little Rock. To the National Association of Retail Druggists: J. F. Dowdy, Little Rock; W. H. Skinner, Pocahontas.

On motion of Dr. John B. Bond, E. G. Eberle, president of the Texas State Pharmaceutical Association, was elected an honorary member.

W. W. Kerr, of Fullerton, Cal., formerly of Russellville, and ex-president of the association, submitted an interesting paper on Occidental Odds and Ends. He wrote that he regretted being unable to attend.

The Louisiana Association.

The twenty-first annual meeting of the Louisiana Pharmaceutical Association was convened at New Orleans May 12, and continued in session for three days. Resolutions were adopted affirming the loyalty of the State Association to the N. A. R. D., and providing for the appointment of delegates to the next annual meeting of the national body. A reduction of the internal tax on alcohol was also favored. About 50 new members were added to the membership roll on the second day of the meeting. The election for officers to serve during the ensuing year resulted as follows: President, W. P. Duplantis; first vice-president, Edward N. Roth; second vice-president, Rene L. Villere; corresponding secretary, W. J. Sbisá; recording secretary, George W. McDuff; treasurer, George S. Brown; Executive Committee: J. E. Bays, G. O. Bergeron, L. Stumpf, C. D. Sauvinet and W. T. Taylor.

NEW ORLEANS COLLEGE OF PHARMACY GRADUATES.

At the third annual commencement of the New Orleans College of Pharmacy, held on May 13, the degree of Graduate in Pharmacy was conferred on 17 students, as follows: Arthur E. Breslin, Miss Adele E. Richards, Edwin Levin Aaron, Mrs. Sophia L. Wagner, William M. Avery, Dominic A. Mouldous, Felix J. Dantin, Justin W. Renaudin, Adolph de C. Henriques, Henry Roeling, Miss Clara Jacoby, Oswald J. Wellbaecher, Willie M. Mayo, George H. White, Rupert L. McHenry, Van A. Woods, Clifton I. Young.

South Carolina Pharmacists.

The South Carolina Pharmaceutical Association met in annual convention at Charleston May 13. Thirty-five new members were admitted at this meeting, and the following officers elected to serve during the ensuing year:

President, J. C. Mace, Marion; first vice-president, W. S. Lynch, Scranton; second vice-president, O. E. Matthews, Georgetown; secretary and treasurer, Frank M. Smith, Charleston; solicitor, J. E. Burke.

O. Y. Owings, of Columbia, was elected member of the Executive Board for six years, and Frank M. Smith for the term of the late Julian A. Barbot.

The following named members were elected to constitute the State Board of Examiners: Edward S. Burnham, P.D., chairman, of Charleston; M. H. Sandifer, secretary, of Rock Hill; O. E. Thomas, of Columbia; O. Y. Owings, of Columbia; J. G. De Lorme, of Sumter, and Frank M. Smith, of Charleston.

The Twenty-sixth Annual Meeting of the Pennsylvania Pharmaceutical Association.

The druggists of Pennsylvania and their friends are making active preparations for the annual meeting of their State association at Eaglesmere on June 23, 24 and 25. Their wives and daughters are no less interested. There is every prospect of a large meeting. Valuable reports on legislation are promised and unusually good papers are being prepared. A warm welcome is awaiting new members, and druggists from other States will be heartily greeted. Eaglesmere is a most attractive spot and the scenic attractions are unsurpassed. For information

as to traveling arrangements write to J. A. Miller, secretary, Harrisburg, Pa.

The New Jersey Association.

As has already been announced in these columns, the thirty-third annual meeting of the New Jersey Pharmaceutical Association will be held at the West End Hotel, Asbury Park, on June 10 and 11. The preliminary programme, which has just been issued, reads as follows:

Wednesday, June 10.—Opening session at 10 a.m., address of welcome, address of the president, report of the secretary, report of the treasurer, report of the Board of Pharmacy, appointment of Nominating Committee, appointment of Committee on Place of Meeting, appointment of Committee on Publication, reading of communications.

Afternoon Session, at Call of Chair.—Report of Membership Committee, report of the delegates, report of Legislative Committee, report of Trade Interest Committee, report of Query Committee, reading and discussion of papers and miscellaneous business.

Thursday, June 11, 9 a.m.—Report of Committee on President's Address, report of Committee on Place of Meeting, report of Executive Committee, election of new members, report of Nominating Committee, election of officers, and appointment of delegates and local committee by newly elected president.

Papers at the Philadelphia College Meet.

The last of the present series of pharmaceutical meetings was held Tuesday afternoon, May 19, with Dr. C. A. Weidemann, secretary of the college, in the chair. The series of meetings just closed have been unusually profitable and interesting. The attendance has been quite good, and at the meeting on Tuesday the following members were present: Jacob M. Baer, Henry C. Blair, E. M. Boring, W. L. Cliffe, Jos. W. England, Wm. J. Jenks, Henry Kraemer, Chas. H. La Wall, Clement B. Lowe, Wm. McIntyre, Adolph W. Miller, Frank X. Moerk, O. W. Osterlund, Freeman P. Stroup, Herbert J. Watson, C. A. Weidemann, Thos. S. Wiegand, M. I. Wilbert and Florence Yaple.

Prof. F. X. Moerk presented the first paper on the programme, which was entitled Simple Forms of Laboratory Apparatus. The author described and exhibited some new devices for chemical analysis, including a hydrogen sulphide generator and another for the estimation of carbon dioxide in carbonates. These pieces of apparatus can be easily constructed by the student and are inexpensive.

The next paper was a communication from Earl H. Cone, P.D., of Cincinnati, O., entitled Salicylic Acid and Sodium Salicylate, and was read on behalf of the author by Prof. F. P. Stroup. The author presented clinical evidence to show the superiority of natural salicylic acid over the synthetic product.

M. I. Wilbert, Ph.M., presented "A quarterly review of some of the more interesting advances in pharmacy and materia medica," in which he stated that "several years ago inventive fancy, or ideas, appeared to concentrate on organic silver compounds; later they were concentrated on complicated preparations of arsenic, while at the present time quinine compounds appear to be in favor." A number of these new quinine compounds, as well as a number of other new medicaments, were considered.

Died.

ABERNATHY.—In Atlanta, Ga., on Monday, May 11, Dr. James L. Abernathy, of the firm of Abernathy Bros.

ANDERSON.—In Regina, N. W. T., on Wednesday, May 6, O. A. Anderson, in the thirtieth year of his age.

HIRSH.—In New York City, on Wednesday, May 20, Leon Hirsh, in the seventy-seventh year of his age.

HUNTON.—In Warrenton, Va., on Wednesday, May 6, Dr. G. W. Hunton.

KENT.—In Paterson, N. J., on Thursday, May 14, Leonard W. Kent, in the twenty-ninth year of his age.

NETHERTON.—In Wilkes-Barre, Pa., on Thursday, May 14, Edwin A. Netherton, in the twenty-seventh year of his age.

SCHLAPFER.—In Evansville, Ind., on Wednesday, May 13, H. J. Schlappfer, in the seventieth year of his age.

SIKES.—In Phoenix, Ariz., on Sunday, May 3, Nelson M. Sikes, formerly of Hartford, Conn., in the twenty-second year of his age.

TURNER.—In Philadelphia, Pa., on Tuesday, May 12, S. Alexander Turner.

GREATER NEW YORK And Vicinity.

Charles Roome Parmele was in Canada last week.

George Ramsay, of the Hegeman Corporation, made a visit to Atlantic City last week.

L. O. Grenelle, of Asbury Park, was in New York a few days ago.

Chas. Asheforde contemplates disposing of his Harlem drug store.

The rooms of the Drug Trade Club have been redecorated and are much improved in appearance.

J. T. Harper, a prominent retail druggist of Great Barrington, Mass., was in town last week.

The People's Pharmacy has removed from 530 Newark avenue, Jersey City, to Roosevelt street, New York City.

A. Giray recently succeeded Wm. Kyvitz as proprietor of the pharmacy at 429 Spring street, West Hoboken.

Oscar Hickstein now conducts the drug store at 320 Summit avenue, West Hoboken, formerly owned by A. Weisenburg.

F. Wichelns has removed his pharmacy from 192 to 205 Greenwich street, on the opposite side of the street.

The Grantwood pharmacy is a new establishment recently opened at Grantwood, N. J.

John Kremer, the well-known pharmacist of 428 Seventh avenue, expects to shortly enlarge his business premises by the addition of an extensive patent medicine department.

Wm. Ohlandt has purchased the drug store of Mrs. D. Fritz, of 363 First street, Hoboken, N. J. He has completely renovated the store, making it a most attractive pharmacy.

Dr. George Morse, formerly with McKesson & Robbins, is now connected with the manufacturing department of the Osborn-Colwell Company.

Dr. E. H. Bartley has severed his official connection with the Brooklyn College of Pharmacy by giving up his honorary position of Emeritus Professor of Organic Chemistry.

Warren L. Bradt, of Albany, secretary of the New York State Board of Pharmacy, was in the city the other day and called on several friends.

Wm. F. McConnell, secretary of the Drug Trade Section of the Board of Trade, was in Quebec last week attending a Royal Arcanum conclave.

Col. E. W. Fitch, manager of the New York branch of Parke, Davis & Co., spent last week in Detroit, where the firm's headquarters are located.

The Pacific Coast Borax Company's Employees' Association, of Bayonne, N. J., will hold their annual outing on Saturday, June 20. The pleasure seekers will rendezvous at Stimel's Grove, Whitestone, L. I.

Acting under protest from the Liquor Dealers' Association, the Druggists' Association of Hudson County, New Jersey, are making a rigid investigation of all druggists who are selling whiskey illegally.

W. J. Gesell, chief of the export department of Lehn & Fink, sailed recently on the steamship Fürst Bismarck. He is accompanied by his wife and family and will spend ten weeks abroad, combining business with pleasure.

Seabury & Johnson and Wm. H. Hamilton, of this city, were among the successful bidders recently at Chicago for furnishing Government Indian supplies of surgical instruments, bandages, plasters, etc.

Drug jobbers are complaining of unusually dull times. Trade was exceptionally good during the first few months of this year, but the lull in business seems to have come earlier than usual this season.

Among the recent incorporations in New Jersey is the firm of Sharp & Dohme. The capital is given as \$1,500,000, and the directors are Louis Dohme, sr., W. S. Gordon, Chas. E. Dohme, L. Tamlyn, Jacob Bergen and Ernest Stauffen.

Mrs. Franklin W. Poindexter, who with her husband formerly conducted the pharmacy at 60 Fulton street, is now

running the Rosemary Pharmacy, which was recently incorporated at Albany to do business in this city. Mrs. Poindexter is assisted by J. G. Carlisle and Samuel Winston.

William Muir, of Brooklyn, who was largely instrumental in securing the amendment to the drug excise law at the last session of the Legislature, has received from State Excise Commissioner Cullinan the pen with which the amendment was signed by Governor Odell. He values the souvenir highly.

John Quin and Mr. Harris, druggists of Mississippi, were in the city recently purchasing stock for a new wholesale drug house which will be established at Vicksburg, Miss. It will be known as the Quin-Sharpe Drug Company. Mr. Quin was at one time manager of the Reynolds Drug Company, of Vicksburg.

Wm. E. Hagerman, a druggist at 993 Sixth avenue, corner of Fifty-sixth street, made an assignment yesterday to Henry S. Bartholomew, without preference. The business is an old established one and Mr. Hagerman has had the place for about four years. He used the style of the Dix Pharmacy Company. The principal business, it is said, was in the fall and winter months.

Not long ago Chas. S. Erb, president of the Manhattan Pharmaceutical Association, was threatened with bodily injury by one Murray of the Bureau of Combustibles. It is whispered in uptown drug circles that Mr. Erb has since been taking boxing lessons of the famous William Muldoon and has become highly proficient in the manly art. Murray is perhaps familiar with hand grenades, but it would be advisable for him and others to keep clear of those which Erb can now deliver in unlimited quantities. The editor of the New York Times will have a call from Mr. Erb one of these days.

The Drug Clerks' Circle held their first annual banquet on Wednesday evening, May 20, and it was a gratifying success in point both of attendance and enthusiasm. The toastmaster for the evening was Philip Lewy, who performed the functions of the office as only a veteran can. The Board of Pharmacy was represented by its president, Dr. Albert H. Brundage of Brooklyn, whose address was a special feature and thoroughly appreciated by all present. A speech by Prof. William C. Anderson, dean of the Brooklyn College of Pharmacy, was a tribute to the Drug Clerks' Circle and contained some well meant advice for the future welfare of the circle. Other speakers were Louis Epstein, who told of the progress made by the Drug Clerks' Circle; Joseph Weinstein, representing the Retail Druggists' Association, and Abraham Bakst.

Signed by the Governor.

Among the bills signed by Governor Odell on Monday, May 11, were the following:

Making it a misdemeanor to distribute samples of drugs or patent medicines in such a way that children have access to them.

Prohibiting the adulteration of food, confectioneries and condiments.

Drug Section, Board of Trade.

The Drug Trade Section of the New York Board of Trade and Transportation held its regular monthly meeting on Thursday of last week, Chairman Albert Plant, of Lehn & Fink, presiding. Only routine business was transacted. John M. Peters, chairman of the Legislative Committee, made a report reviewing various drug bills in the last Legislature, particularly the Dowling-Bostwick bill, which was jammed through both houses but vetoed by Governor Odell. Dr. W. J. Schieffelin made an informal report on the new regulations governing the sale and storage of combustibles. Four new members were elected—namely: Ed. Pinaud, Mulhens & Kropff, Chas. J. Lynn, manager of Eli Lilly Company, and the Grasselli Chemical Company.

Local Pharmacists Active in Masonic Affairs.

Several well-known local pharmacists are actively identified with the Masonic fraternity, and one lodge in particular has a good representation of pharmacists on its roster. This is Charity Lodge, 727, F. A. and M., of which Dr. George C. Diekmann, professor of theoretical and applied pharmacy in the New York College of Pharmacy, is master, and William A. Hoburg, Jr., a well-known member of the Alumni Association, is senior deacon. Other members of the profession who are prominent in the work of the lodge are Dr. Harry B. Ferguson, instructor in materia medica and botany at the College of Pharmacy, who is junior deacon; Charles S. Erb, president of the

Manhattan Pharmaceutical Association, past master; C. H. Bjorkwall, B. R. Dauscha, George H. Hitchcock, A. Higginbotham, Nelson S. Kirk, Edward I. Pfaff, Charles E. Smith, W. R. Wilmot and M. R. Thurlow.

Charity Lodge is to hold its annual outing and games at Donnelly's Grove, College Point, L. I., on Tuesday, June 2, and the master of ceremonies for the day is George H. Hitchcock, the popular treasurer of the Manhattan Pharmaceutical Association, Dr. George C. Diekman being chairman of the Reception Committee. Other members of the ancient and honorable craft of pharmacy are represented on the various committees in charge of the day's outing, C. H. Bjorkwall being chairman of the Committee on Baseball, while genial Professor Hoburg is to look after the dancers, and B. R. Dauscha and Ed. I. Pfaff will see that the bowlers keep the balls a-rolling. As might be expected, no pharmacist's name appears on the Police Committee.

MANHATTAN ASSOCIATION.

Matters Discussed at the Monthly Meeting—Senator Hill Thanked for his Opposition to the Bostwick Bill—Status of the N. A. R. D. Movement—The Editor of the New York "Times" to be Talked To by a Committee and Shown the Error of his Ways.

Only routine business was transacted at the regular monthly meeting of the Manhattan Pharmaceutical Association on May 18. President Erb was in the chair, and Secretary Swann recorded. After the minutes of the previous meeting had been read and approved, Treasurer Hitchcock reported that during the past month \$122.50 had been received in dues; disbursements were \$29.84, leaving a balance on hand of \$92.66.

Chairman Searles of the Committee on Legislation reported what took place at the hearing before the Governor on the Dowling-Bostwick bill. He reviewed at some length various arguments made against the measure and which have previously been set forth in these columns. Mr. Searles said he understood that Governor Odell had vetoed the bill. This announcement caused much satisfaction among those present and led to a number of remarks on the attempted legislation. Secretary Swann said: "I don't think druggists generally fully appreciate what the bill meant. The question involved was a most serious one. There were powerful interests behind the measure, and if it had become a law there would have been no end of blackmail. I believe that the bill would not have been prepared and introduced at all had druggists acted differently at the time of the Board of Health's phenacetin crusade, and co-operated with the drug journals instead of pursuing the course they did." President Erb spoke of the value of organization among druggists, and said the successful effort made against the bill was a noteworthy illustration of what could be accomplished by united effort. He referred to the work done by local associations, the State Association and pharmacists generally. On motion of Sidney Faber a resolution thanking Senator Hill for his efforts in defeating the bill was unanimously adopted.

Chairman Collins of the Committee on Trade Interests spoke about the benzoin ordinance. His remarks were of a private and confidential nature, rather than of general interest, and he particularly requested representatives of the press not to print what he said. [A complete account of the regulations governing the sale and storage of combustibles within the city limits, as finally decided upon by the Municipal Explosives Commission, will be found elsewhere in this issue.]

Secretary Swann spoke of the N. A. R. D. movement here to organize pharmacists for the anti-cut-rate campaign. He referred to the meeting of representatives of various pharmaceutical associations, which was not attended, however, by any representatives of the dry goods or department stores who handle patent medicines. The latter, he said, had taken the matter of co-operating in the movement under consideration, agreeing to make known their decision in the matter later. Since the movement started, he said, all department stores had been advertising patent medicines at reduced prices very extensively, and this did not look very favorable for their joining in the undertaking.

Owing to the fact that the next meeting of the Manhattan will occur at the time of the meeting of the New York State Pharmaceutical Association at Utica, it was decided that the June meeting would have to be postponed, or rather it was likely that no quorum would be present, and in that

event President Erb will call a special meeting one week from the time of the regular June meeting of the association. The following delegates were appointed to the State Association Convention: S. V. B. Swann, Geo. H. Hitchcock, Otto Boediker, Charles H. White and A. C. Searles; to the New Jersey Association convention; Wm. C. Alpers, J. H. Rogers and F. Wichelns; to the Connecticut Association meeting: H. A. Herold and George C. Diekman.

On motion of Sidney Faber, seconded by Joseph Weinstein, the delegates to the New York State Pharmaceutical Association convention were instructed to work and vote for the "prerequisite clause." Attention was also called to the annual convention of the American Pharmaceutical Association on August 3 at Mackinac Island, Mich.

Secretary Swann read an editorial printed in the New York Times, in its issue of May 18, which criticised Governor Odell for vetoing the Dowling-Bostwick bill, and reflected somewhat upon druggists generally in the matter of substitution. Members of the association took exception to some of the statements made in the article, and the Press Committee was instructed to wait upon the editor of the paper in question and try to put him "straight" on matters pharmaceutical. Some members of the committee are away at present, so President Erb, who, it will be recalled, has already done some missionary work in this direction, notably with the Bureau of Combustibles, volunteered to accompany members of the committee when they call upon the editor.

PAINT STORES AND THE SALE OF POISONS.

President of the New York Board of Pharmacy Addresses Wholesale Paint Dealers and Expounds the Law.

Dr. Albert H. Brundage, of Brooklyn, the president of the New York State Board of Pharmacy, was the guest of the Paint, Oil and Varnish Club at their sixteenth annual meeting and dinner held at the New York Drug Club, 100 William street, on Thursday evening, May 21. Dr. Brundage was introduced to the members by retiring President John M. Peters, who said the doctor would address the club in explanation of the action of the Board of Pharmacy in prosecuting paint dealers for the sale of poisonous drugs like carbolic acid and oxalic acid. Complaint had been made by Maximilian Toch, of the firm of Toch Bros., against the imposition of a fine of \$25 on two sales of small quantities of crude carbolic acid and oxalic acid. Mr. Toch considered the law unjust so far as it applied to wholesalers and paint stores, and he contended that should either style of house be prevented from selling such goods, it would not only seriously handicap them, but practically ruin the business of painters to whom the use of the materials is in many cases absolutely necessary. Mr. Toch said there were no proofs that the goods were sold by his firm, the only intimation received by themselves being the statement of the State Board of Pharmacy that an inspector of the board had made the purchase.

During the course of his address Dr. Brundage said: "The law distinctly says that any one making a sale must label these articles. The Penal Code includes the sale of poisons, and says that any person making the sale must properly label the bottle as designated. The clause, therefore, containing the words 'any person' makes it even more applicable."

Dr. Brundage further explained the necessity of laws providing for the safety of the community at large. Painters, he said, have been informed of the law and many have been apprehended. After a few further remarks Dr. Brundage concluded by thanking the members for their kindness in giving him this reception.

President Peters proposed the issuance of a circular stating what constituted a wholesale transaction. A resolution was then passed which provided for the selection of a committee of three by the succeeding president to confer with the State Board of Pharmacy at length, the result of their efforts to be submitted at the next meeting, when definite arrangements could be made.

Mr. Peters, after touching upon his pleasant relations while president of the club, introduced the new president, N. B. Arnold, who received a cordial greeting.

The nominations for 1903-1904, made by the Nominating Committee, were elected, as follows: President, N. B. Arnold; vice-president, H. L. Waldo; secretary and treasurer, W. B. Templeton. Executive Committee: Wm. E. Lucas, L. C. Gillespie, G. H. Stevens, H. S. Chatfield, E. E. Porter and F. L. Medbery. Arbitration Committee: Geo. W. Fortmeyer, C. T. Pierce, John M. Peters, S. V. V. Huntington and John Dohse.

KINGS COUNTY REGULARS HOLD THE FIELD.

Opposition Badly Defeated—Story of the Annual Election for Officers of the Kings County Pharmaceutical Society.

As foreshadowed in our last issue, the attendance at the annual meeting of the Kings County Pharmaceutical Society on Tuesday, May 12, exceeded all previous records. At no previous meeting in the history of the society has feeling run so high, or was the outcome of the election awaited with so much expectancy. Two rival tickets were in the field, the one headed by President Oscar C. Kleine, which had the support of the "ins," championed by William Muir and Prof. W. C. Anderson, and the other by Albert E. Marsland, and championed by Drs. E. H. Bartley and Albert H. Brundage, who represented the "outs." The first gun in opposition to the so-called regular ticket was fired when Dr. Brundage moved the expunging from the minutes of the previous meeting of a resolution indorsing the re-election of President Kleine and Secretary Tuthill. President Kleine, who was in the chair, declared the motion out of order, and refused to put it, and an appeal being taken, on a *viva voce* vote, the chair declared itself sustained, though the ayes and noes were about equally divided. The regulars thus drew first blood, and they followed up their advantage when the time for election of officers came around by putting Professor Anderson forward with a ringing denunciation of a circular which had been issued anonymously by the opposition; coupled with references to conditions which demanded the continuation in office of the present incumbents. He called attention among other things to the circumstance that both Mr. Kleine and Mr. Muir had signed their names to outstanding notes against the society. How the members were influenced by Professor Anderson's oratorical effort was seen after the balloting for president closed. All the opposition could muster was 23 votes against 130, which were cast for the administration ticket. The vote for second vice-president stood 19 to 117, and after this result was announced the independents gave up hope, the nominee for second vice-president on the independent ticket refusing to allow his name to be presented. The full ticket put up by the regulars was then elected without opposition.

The meeting was called to order by President Kleine in the main lecture hall of the College of Pharmacy, in the handsome new building of the society at 265 Nostrand avenue, Brooklyn, at three o'clock p.m. Every seat in the hall was occupied, though only 160 votes were recorded during the election. On the question of the adoption of the minutes of the previous meeting, which were read by Secretary Tuthill, and which Dr. Brundage sought to have amended in order to correct what he deemed an irregularity, a vote on an appeal from the decision of the chair sustaining the regularity of the minutes was taken and resulted favorably to the presiding officer. The minutes were then adopted.

President Kleine then presented his annual report, giving a review of the work of the year in both college and society matters. The most important event was the erection of the present building, and he placed emphasis upon the fact that it was the only institution of its kind owned and controlled by retail pharmacists. In speaking of the work of the Building Committee, he accorded special praise to Secretary Tuthill and William Muir for their achievements in collecting the largest individual subscriptions to date. The increase in membership during the year was only 10 per cent., but this he explained by stating that Secretary Tuthill had not been able to give so much attention to bringing in new members as in previous years, owing to the closer attention which he had given to the affairs of the Building Committee. President Kleine urged the members to wipe out the floating debt on the institution and to attend the meetings of the society, if only for the purpose of keeping track of legislative matters. He praised the work of the Committee on Legislation, and in speaking of the papers on pharmaceutical topics contributed to the proceedings of the society he made special mention of the excellence of a paper by Charles Dyna on Urinalysis, this paper having been published in the *AMERICAN DRUGGIST* and other drug journals. He closed by an expression of thanks to the officers and members for their loyal support.

The annual report of Secretary Tuthill showed an increase in the membership from 240, four years ago, to 480 at the present meeting, being a gain of 100 per cent.; 40 new members were admitted during the past year. There were six deaths and four dropped from the roll. The receipts from dues were \$708.

Dr. Peter W. Ray, the veteran treasurer of the society, presented an exhaustive report of the finances, including a special report by an accountant. The expenditures of the society for

the year were \$42,949.21, leaving a balance of \$321.06, and of the college, \$14,105.82, leaving a balance on hand of \$2,922.86.

In moving a vote of thanks to Treasurer Ray for his painstaking services, Dr. Brundage called for a rising vote, which was given with great heartiness.

William Muir read the report of the Legislative Committee, of which he is the chairman, and gave details of the various measures before the Legislature, which had occupied the committee during the year. He spoke of the invaluable services rendered to the pharmacists of the State by Warren L. Bradt, of Albany, the secretary of the New York State Board of Pharmacy, and in closing moved a special vote of thanks to Senator McCabe, of Brooklyn, who had supported the pharmacists in their opposition to the Bostwick-Dowling bill. Mr. Muir was accorded a special vote of thanks for his labors as chairman of the committee. In acknowledging the compliment paid to him by the society, Mr. Muir improved the opportunity to read a letter from the State Excise Commissioner. The letter ran: "I forward you this day the pen with which Governor Odell signed the Druggists' Excise bill, with the compliments of the Governor. Signed, Patrick W. Cullinan." Mr. Muir then exhibited the pen, and Dr. Bartley suggested that the pen be deposited in the museum of the society, but Mr. Muir intimated that it might be more advisable to exhibit the pen at the annual meeting of the State Association, and take the advice of the members there as to its final disposition, which moved Dr. Brundage to say that Mr. Muir was undoubtedly correct in believing that the State Association had a claim to consideration in view of the splendid achievements of Warren L. Bradt, of Albany. This afforded Mr. Muir an opportunity to pay an eloquent and generously worded tribute to the worth of Mr. Bradt, who, he said, deserved every credit for the part he played in securing the enactment of the Druggists' Excise License bill. He said he wished Mr. Bradt to get the full credit for his share in the work.

After the transaction of sundry routine business the election of officers was proceeded with. The independent ticket was launched by C. G. Johnson and William Reading, who nominated Albert E. Marsland for president. Prof. W. C. Anderson nominated Oscar C. Kleine in a long speech, mostly denunciatory of the tactics of the opposition, though he confessed his gratification at the appearance of a rival ticket, saying: "I am glad this opposition has developed. It is a good thing, as it has brought out the members to see the magnificent building we have raised." The nomination was seconded by H. O. Wichelma, who expressed his astonishment and mortification at the tactics of the opposition in issuing a circular which reflected so scandalously upon the present management of the society and its college.

Before the vote was taken, Dr. Bartley took occasion to deny several rumors connecting his name with the authorship of the circular, and he was followed by Professor Anderson, who said he wished it distinctly understood that he did not mean to imply even that Dr. Bartley had anything to do with the circular, and if he had inadvertently done so, he desired to make apology to Dr. Bartley.

The election then commenced, the names of Kleine and Marsland being before the meeting. In all, 160 votes were cast; 130 for Kleine, 28 for Marsland, and 2 defective. The tellers were Benjamin Rosenzweig, Dr. John F. Golding and Adrian Paradis. The report of the tellers made by Dr. Golding was received with cheers; but cheers were not wanting for Mr. Marsland when he arose and extended his congratulations to the victor and his thanks to the men who had supported him. President Kleine thanked the members for the vindication of his official conduct, which he read in the vote.

The defeat of the opposition was not fully realized until after the vote for first vice-president was counted. Dr. Brundage nominated W. B. Averre for the independents and Dr. Golding named Dr. Edward G. Rave as the nominee of the regulars. The first named was defeated by a vote of 117 to 19. This took the fight out of the independents, and the rest was a walkover for the regulars, the following being the full ticket elected: President, Oscar C. Kleine, jr.; first vice-president, Edward G. Rave, M.D.; second vice-president, Andrew E. Hegeman; third vice-president, William F. Maass; secretary, Frederic P. Tuthill; treasurer, Peter W. Ray, M.D.; trustees for three years, T. J. France, W. J. Hackett, J. H. Droge, M.D.

After sundry routine matters had been disposed of, Dr. Bartley tried to get a committee appointed to investigate certain charges of irregularity in the conduct of affairs in the Brooklyn College of Pharmacy, but his motion was not entertained by the chair, it being declared out of order.

The resignation of Dr. Brundage from the faculty of the Brooklyn College of Pharmacy, which had been handed by him to the Board of Trustees last April, was accepted at a meeting held May 19, and his connection with the college has therefore ceased.

WESTERN NEW YORK.

State Association and Board Dates Conflict—President Stoddart on the Conduct of Legislative Affairs—Wholesale Druggists Criticized for Their Attitude Toward the Bostwick Bill.

(From our Regular Correspondent.)

Buffalo, May 21.—Business in the retail drug stores of Buffalo continues good, in spite of the fact that there is more or less cutting of prices. In the last circular of the Erie County Pharmaceutical Association all members are authorized to meet department store prices, but only from day to day. It is added that there are claims of failure to conform to the latest price schedule, but this is thought to be due to a misunderstanding. There are complaints of cuts, it says, that do not exist in fact. The soda water business is now very good and promises to continue.

THE CONFLICT OF DATES.

Much concern was expressed over the conflict between the dates of the meeting of the State Association and that of the Board of Pharmacy for June, some members of the board declaring that it must have been done on purpose, as the association authorities well knew the date of the board meeting. Buffalo members are well pleased to find that there is a way out of it, as they claim to have argued all along, the New York members claiming that it was not legal to change the date of the examinations, as it has now been arranged to do.

VIEWS OF PRESIDENT STODDART ON THE BOSTWICK BILL HEARING.

President Thomas Stoddart of the State Association has some decided views on the way the legislative affairs have been handled in Albany during the past session. He is sure that the Governor will veto the Bostwick bill, especially after he called his attention to the character of the support of the bill called out by the hearing. The people appearing on that side were small manufacturers and few in number. He told a representative of the AMERICAN DRUGGIST that the proceedings were anything but creditable to the people behind the bill. It will be well for the retail trade of other States to take cognizance of these facts, he says. One striking fact was that the wholesale druggists, members of drug clubs of New York City, appeared in goodly numbers at the former hearing before the Assembly committee, opposing the original bill, and retail druggists supposed it was killed; but at the last moment it was so modified and changed in color that it did not affect the wholesale druggists. When they realized the fact that the bill did not hurt them they voted unanimously that they would not aid in defeating it, injurious as it was to the retailers. They were very free to ask the retailers to assist them when the bill hit them. It would have been more gentlemanly and honorable had they presented themselves to aid the retailers. It should be very evident to every retailer, continued President Stoddart, that but little aid is to be had of the wholesalers unless it is to their interest. Never can it be said by any association of druggists—wholesale, retail or otherwise—that the New York State Association has turned its back in any case where it could give its assistance or the benefit of its prestige. Mr. Stoddart is sending personal letters to non-members of the association, urging them to join, especially in view of the obnoxious legislation that it is necessary to combat in force every winter, the Bostwick bill being an example of this. He is convinced that the argument must possess an unusual force this year.

GETTING READY FOR THE AUGUST PICNIC.

The Buffalo pharmacists are already making ready for the August picnic, which is regularly held at Edgewater on Grand Island. The incident of the day is always the ball game, outside of the clam bake, and it has not been forgotten that the west siders won the game last year, so the east siders are already massing up forces for a grand set to. There have always been claims that the umpire wins the game, so it has been insisted by the east side nine that John P. Diehl, sr., be given that very onerous and honorable position, and it is said that he is already attending all the local league games to make sure of the points.

The Buffalo Drug Merchants' Exchange, who have been incorporated within the past few days, are not a new concern, but have existed some time in partnership form. They are a buying and distributing company, to enable the retail druggist to obtain lump prices. A Buffalo paper speaks of them in a very off-hand way as a "trust." The capital stock is \$15,000 and there are numerous members. Dr. W. G. Gregory is president.

W. S. O'Brien is moving his Buffalo pharmacy two doors, for more room and better accommodations. It will then be at the corner of Pearl and West Eagle streets.

The drug store at 1872 Niagara street, Buffalo, so long owned and occupied by C. O. Rano, but which has changed hands often of late and has been closed a while, has been bought by George Traver, of North Tonawanda, and moved to Oliver street, of that city.

Reduced Railroad Rates for the Utica Meeting of the N. Y. S. P. A.

George Reimann, of Buffalo, the chairman of the Committee on Transportation of the New York State Pharmaceutical Association, is out with a circular of information to the members, from which we take the following:

"A reduction of a fare and one-third on the certificate plan has been secured for those attending the annual meeting of the New York State Pharmaceutical Association at Utica, June 16 to 18. Tickets at full fare for the going journey may be secured within three days (exclusive of Sunday) prior to and during the first two days of the meeting—that is, not earlier than June 12 nor later than June 16—except from stations where it is possible to reach Utica by noon of June 17, when tickets may be obtained for morning trains of that date. Certificates are not kept at all stations. If on inquiry at your station you cannot obtain through tickets with certificate, find out which is the nearest station where they can be had. Purchase a local ticket to that place and there take out a certificate and through ticket.

"It has been arranged that the special agent of the trunk line association will be in attendance on June 17 to validate certificates. If you arrive at the meeting and leave for home again prior to the special agent's arrival, or if you arrive at the meeting later than June 17, you cannot have your certificate validated, and consequently you will not get the benefit of the reduced fare on the home journey.

"On your arrival at the meeting present your certificate to the secretary of the association, E. S. Dawson, jr., as soon as convenient, and he will secure the necessary indorsement and visé of special agent.

"The committee hope for a large attendance, as great preparations are being made by the druggists of Utica to entertain us, and this being the twenty-fifth anniversary of the organization of the association at the place which gave it birth, we should redouble our efforts and make this a meeting well worthy of the one-quarter century mark. Any further questions in regard to railroads, etc., will be cheerfully answered by any of the undersigned committee: George Reimann, chairman, 405 Genesee street, Buffalo; J. C. Krieger, Salamanca; M. R. Mandelbaum, New York; Edgar L. Mayo, Elmira; James E. Huested, Albany; George Hahn, Rochester; Rufus E. Smith, Syracuse; John B. Batley, Utica; Oscar C. Kleine, jr., Brooklyn."

WORKING FOR A LARGE MEETING.

Edward S. Dawson, jr., of Syracuse, the secretary of the New York State Pharmaceutical Association, is sparing no effort to bring about a large attendance at the next annual meeting of the association at Utica in June. He has sent reply postal cards to the members, one side of which bears the following list of

"DON'TS:"

DON'T forget that the New York State Pharmaceutical Association is to hold its next annual meeting at Utica June 16, 17 and 18, 1903.

DON'T forget that at this meeting we celebrate the twenty-fifth anniversary of the birth of the association, and that Utica is the birth-place.

DON'T forget that we (YOU are included) must all unite in an effort to make this meeting, in point of attendance and in the addition of new members, the biggest on record.

DON'T forget that we want to elect 150 new members.

If you are interested in the welfare and success of the association—

DON'T forget to send me, on the return postal, the name and address of one pharmacist or druggist whom you would like to have join the association, so that I may send him an invitation to become one of us.

DON'T forget that the return postal is for the name and address of one prospective member, but you may send more names if you choose.

Application blanks always on tap.

EDW. S. DAWSON, JR., Secretary,
125 South Salina street, Syracuse, N. Y.

NEWS OF THE TRAVELING MEN.

George A. Fuller, representative of Victor Klotz in the sale of the Ed. Pinaud perfumes and soaps, is in Buffalo this week, which means that these specialties are taking a step forward.

Henry F. Doherty, for a good space of time the representative of the Davol Rubber Company, is on his Buffalo round, turning over his specialties at a satisfactory rate.

Cologne and toilet soaps, as evolved by the New York house of Mulhens & Kropff, are selling this week on account of the visit of the regular salesman, R. S. Arcularius, who is always a large disposer of goods.

MASSACHUSETTS.

Commencement Week at the M. C. P.—Eastern Drug Co. Establishes a Scholarship—Alumni Dine Together—Class Day Exercises.

(From our Regular Correspondent.)

Boston May 20.—Wednesday and Thursday of last week were busy days at the M. C. P., as they marked the time for the closing exercises of the year. The reception and dance of the class of '03 were held on the evening of May 13 at Paul Revere Hall. It was a gala event; in fact, the several functions this year were most successful. Brilliant music was a feature of the reception and dance; dancing continued until one o'clock the following morning. The party was matronized by Mrs. Dr. Piper, Mrs. W. L. Scoville and Mrs. J. O. Jordan. The floor director was P. G. Anderson, who had as aids G. B. Gunn, J. R. Sawyer, Jr., H. T. Healy, F. D. Pierce, E. G. Goodale and W. G. Brooks. Refreshments were served during the intermission.

THE COMMENCEMENT.

On the afternoon of May 14 Pharmacy Hall was resplendent in bunting and the national colors for the annual class day exercises and commencement. The class day exercises came first, and the different numbers on the programme were interspersed with music. The president of the class, Archie E. Picken, of West Fitchburg, gave an address of welcome, which was followed by the class history by Evan G. Goodale, of Brattleboro, Vt. William G. Brooks, of Northfield, Vt., was class orator. Fred. D. Pierce, of Barton, Vt., was class prophet and John J. Madden, of Worcester, bade farewell to the college in behalf of the class.

The graduating exercises began at 3.30 o'clock.

President W. D. Wheeler, Ph.G., briefly welcomed the audience, and the address was delivered by Rev. A. C. Dixon, D.D., who gave an abundance of good advice to the graduating class.

Secretary George E. Coleman, Ph.G., then called the roll of graduates, and degrees were conferred by President William D. Wheeler, Ph.G., as follows:

Degree of Doctor of Pharmacy.—Adolf H. Ackerman, Bert P. Anderson, Perley G. Anderson, William G. Brooks, John Burke, Jr., James H. Carr, Lule M. Chandler, Walter M. Coombs, Florence A. Eichhorn, Evan G. Goodale, Harold E. Gove, Chester A. Hull, Vahan H. Kavaljian, John J. Madden, Joseph L. Matthieu, James R. McMinn, Charles J. McQuillan, George A. Miller, Jesse F. Morse, Dennis A. Murphy, Archie E. Picken, Fred. D. Pierce, Richard G. Raymond, Ellsworth B. Reed, Samuel J. Sigel, John R. Sawyer, Jr., Joseph M. Woodward.

Degree of Pharmaceutical Chemist.—George J. Carroll, Reuben Harris, Frank E. Mott, Flora E. Sleeper.

THE ALUMNI BANQUET.

In the evening came the thirty-third annual banquet of the Alumni Association at the Hotel Westminster. It was mainly a college affair—the semicentennial celebration—and the exercises marked the fiftieth anniversary of the incorporation of the college. About 145 were present, and the members of the graduating class were guests. President Wheeler presided at the after dinner exercises, and, after a few words of welcome, introduced Henry Canning, past president of the corporation, as toastmaster. A telegram conveying the greetings of the association was dispatched to the Maryland College of Pharmacy Alumni Association, whose members were banqueting in Baltimore on the same evening. "Reminiscences" were a feature, Mr. Canning introducing S. A. D. Sheppard, Ph.G., Prof. E. L. Patch, Ph.G., and W. W. Bartlet, Ph.G., for responses. C. H. Price, of Salem, also spoke interestingly. Mr. Price has been a member of the corporation for 50 years, and has paid annual dues during that period. A letter was read from C. B. R. Hazeltine, Ph.G., 1869, the first class graduated. Prof. C. F. Nixon, Ph.G., responded for The Faculty, and The Alumni Association brought up its president, T. J. O'Brien, Ph.G., M.D., and for The Class of '03 response was made by A. E. Picken, Pharm.D.

Many of the members of the senior class will return to old positions, while some of the others have gone to new locations, as follows: J. L. Matthieu, at the Metcalf Company's Copley square store; P. G. Anderson, with C. I. Johnson, Waltham; A. E. Picken, with Mr. Leonard, Springfield; John R. Sawyer, Jr., at Mr. Storey's, Laconia, N. H.; J. H. Carr was elected town clerk of Clinton last spring for term of three years, and he will not engage in business until his term expires; E. G. Goodale enters the employ of C. R. Robinson, Falmouth; J. J. Madden goes with E. Rickert, Worcester, and A. H. Ackerman to the T. Metcalf Company's downtown store. Bertha M.

Pinkham, of last year's class, takes the place of Bertha M. Wilson at the City Hospital, and Florence E. Eichorn, '03, succeeds Miss Pinkham at the Children's Hospital.

A FREE SCHOLARSHIP ENDOWED.

The Eastern Drug Company have offered to maintain a scholarship at the M. C. P., to be known as the Eastern Drug Market Scholarship. It is to be given yearly as a scholarship in the senior Pharm.D. course, and carries with a sum of \$125 toward covering the expenses of one student. It will be conferred upon some worthy student who has completed the junior year and who has had sufficient store experience to allow him to take a degree at the end of the year under conditions to be imposed by the faculty. The school has accepted the scholarship and thanked the company for their generous donation.

BOSTON DOINGS.

C. F. Nixon, Ph.G., has accepted the only license granted in Leominster. For the present Mr. Nixon will sell only on the prescriptions of registered physicians.

The Hyde Park Selectmen have just granted licenses to sell intoxicating liquor to M. E. Noble, J. A. Crowley and T. F. Fallon. The petitions of Messrs. Fradenburg, Oppe and Brewer were not granted.

The druggists of Cambridge were five days without licenses, and thus all of the petitioners were awarded the coveted papers. The committee asserts that the delay was due to the new form for issuing licenses.

The Selectmen of Revere recently gave a hearing on the petition of Smith Bros., Lester S. Norcross, Charles B. Stevens and George E. Palmer for druggists' licenses. There were many remonstrants; the Selectmen took the matter under advisement. Later it was decided not to grant any permits.

MASSACHUSETTS ITEMS.

The Trading Stamp bill has reached the engrossment stage in both branches.

Elaborate preparations are being made for the entertainment of M. S. P. A., members at North Adams next month.

C. C. Goodwin, of the Eastern Drug Company, has been selected as treasurer of the fund for the entertainment of the Wholesale and Proprietary associations.

Albert S. Hazen, of Quincy, died at his home recently. He was for many years engaged in business as a druggist in Boston. He was 74 years of age, and leaves a family.

At the recent meeting of retailers in Amesbury officers were elected as follows: President, F. W. Merrill; vice-president, J. W. Creasey; treasurer, W. E. Carto, and secretary, H. Chadwell.

Boston Drug Clerks' Union, 143, has become affiliated with a District Council of Retail Clerks' Unions, which proposes to conduct an aggressive campaign for the closing of stores Wednesday afternoons.

Herman F. Holbrook was shot by Eric H. B. Mackay at the United Drug Company's building, 53 Leon street, on May 14. Mackay was later arraigned in court, and charged with an assault with intent to kill, and the case was continued to May 27, for a hearing. Mackay is thought to be weak minded.

The T. Metcalf Company will remove from their temporary location on Court street to the old stand, 39 Tremont street, about July 1. A modern building has been erected at the Tremont street location, affording increased and spacious quarters for the firm's business. The company will occupy the first floor and basement.

At the recent American Social Science meeting Dr. Robert Amory read a paper on "A review of the details by poison in Massachusetts." In the discussion, which followed Dr. Samuel W. Abbott, secretary of the State Board of Health, stated that there is no limit in Massachusetts to the sale of patent medicines which are marked harmless, but which really contain poisons such as corrosive sublimate. He advocated a law to compel each of these to be labeled "Poison."

The following concerns were recently incorporated in Maine:

The Colorado Cough & Catarrh Root Company, to deal in drugs and chemicals. The capital is \$100,000, of which nothing is paid in; par value, \$1. The promoters are James A. Purdy, Boston; Charles H. McIntyre, Denver, Col.; A. M. Meloon, New Castle, N. H.; Horace Mitchell, M. G. Mitchell, Kittery. Horace Mitchell is president, and A. M. Meloon, treasurer.

PENNSYLVANIA.

The Sundries Trade Improving—Association Matters in Good Shape—Drug Clerks Want Shorter Hours—Enforcing the Blue Laws.

(From our Regular Correspondent.)

Philadelphia, May 20.—The warm weather has created a better demand for druggist sundries. The retail drug trade in this city is in a flourishing condition. All the druggists report an increase in receipts over the same period last year, and the wholesale druggists say collections are fairly good. Now that the summer months are approaching many of the retail druggists are getting ready to make improvements to their stores. During the past few years there has undergone a great change in regard to drug store architecture. The old set plans have been abandoned. Many of the recently constructed store are works of art, and are not burdened with the old fixtures which have for so many years been associated with the drug trade. There is also more attention being paid to the soda water fountain. There are very few stores that are not equipped with this sizzler, and those that have none are contemplating the introduction of the same.

THE P. A. R. D. DOING WELL.

So far there has been little trouble experienced in the working of the new plan adopted by the Philadelphia Association of Retail Druggists. Although every druggist in this city has not agreed to adopt the new price-list, those that have not constitute a very small minority, and it is believed that within a short time most of the druggists will be members of the local association. Owing to the smooth manner in which everything is working Organizer Keiser is now doing missionary work in Virginia. It is understood that he is meeting with great success, and it is intended to put a new price-list within a few weeks in a number of cities where it has always been considered as impossible to do away with the cutter.

DRUGS CLERKS ORGANIZE.

Even the worm will turn when pressed too hotly. The latest trust is now the drug clerks' organization. For several weeks the various clerks in this city have been enrolled as members of the organization. It is understood that this movement is not purely a local one, but that at a given time there is to be a general demand made upon the owners of drug stores in the different cities for shorter hours, less Sunday work and increased pay. Owing to the manner in which the affair is being conducted no one is willing to divulge what really has been done. For some time past the drug clerks have been seeking to secure shorter hours, but their efforts have been fruitless. It is now said that more than one-half of the clerks have joined the association. The organizing of the clerks has as yet created no apprehension among the employing druggists, but the clerks say, "Wait until we get ready. We will show our bosses that we have rights. We will make demands which will keep them guessing. However, we do not intend to do anything rash, but at the proper time the word will be given, and then the clerks in all the large cities will make their demands. If they are not acceded to, then a strike will be inaugurated, the like of which has never been witnessed before."

There is now a dearth of drug clerks in this city. Many of the stores are being run short handed. It is believed by proprietors that there will be no trouble between the druggist and his clerk, as every clerk is looking forward to the day when he will have a store of his own.

WHO WILL BE THE NEW ACTUARY?

For the present Professor Stroup, of the Philadelphia College of Pharmacy, will act as actuary. It is the intention of the trustees to secure an actuary who will be a hustler. A young man with good executive ability is being sought. Several applicants are after the position. It is believed that the right man has not been secured, and until he is no further move will be made until near the reopening of the college, when a successor to the late actuary must be chosen.

SUNDAY SALES MUST CEASE.

The "Blue Laws" of this State are being enforced with a vengeance. On Sunday the druggist must sell nothing but medicine. Nearly all the druggists have been visited by minions of the law who have warned them not to sell soda water or cigars on Sunday. There is considerable kicking being indulged in, but it is useless, as the dealers themselves are having the laws enforced with a view of making them so obnoxious as to compel their repeal.

There is also a quiet watch being kept on druggists who are

under suspicion of selling whisky without a license. A few days ago Lewis Oliphant, and his clerk, Gustaf Meyer, of Seventh street and Allegheny avenue, were arrested on the charge of selling liquor without a license. Before the magistrate two policemen testified that they had gone into the drug store and had asked for soda water. They were told none could be had, but whisky could be secured. It was furnished, and paid for. The defendants were held for trial on \$600 bail.

DRUGGISTS PLAY BALL.

With the advent of warm weather the Druggist Baseball Club has been rejuvenated. Quite a number of athletic clerks who imagine they can play ball meet every Tuesday, and for several hours "great things are doing." It is understood that grounds have been engaged near Tioga. When the players get into condition games are to be played with outside drug clerks.

PHILADELPHIA POINTERS.

F. W. E. Stedem, Broad street and Fairmount avenue, is making preparations to spend the summer at Ocean City.

Dr. E. C. Ward, who conducted the drug store at Eleventh and Arch streets, has moved to 1606 Susquehanna avenue.

W. H. Sutton, who owns the drug store at Fifth street and Susquehanna avenue, has purchased the store at Eighth and Diamond streets, formerly owned by Jacob L. F. Nebinger.

The Armstrong Cork Company's team, of the Philadelphia Bowling League, won the championship. J. Elwood Lee was second; Whitall-Tatum, third, and Robert Shoemaker, fourth.

C. A. Eckles, accompanied by his wife, has started on a two months' trip through the West. He will visit the Yellowstone Park, go hunting in the Rockies, run up to Tacoma, then to all the principal points in California.

M. G. Ruff, who conducts the drug stores at Marshall and Franklin streets, Twenty-sixth and Parrish streets, Twenty-fifth and Aspen streets and Thirteenth and Fitzwater streets, has added another store to his list, he having purchased W. Raser's store at Bordentown, N. J.

D. G. Widener, Twelfth and Jefferson streets, has made elaborate alterations to the store. Mr. Widener has purchased the property and intends to make a number of improvements. He has already put down a mosaic floor, and within a short time will materially enlarge the premises.

The Miller Drug Company have refitted their main store, 15 North Eleventh street, with handsome showcases, mirrors, etc. Under the management of Howard Scarborough, the secretary of the company, the business has greatly improved. This company are working in harmony with the P. A. R. D., and the officials have given valuable assistance to the local committee.

The Philadelphia Druggist Bowling League has disbanded for the season. The poor showing of the team that went to Chicago was a great disappointment to the local admirers of the game. Mr. Silvey was the only one of the Philadelphia team to carry off a prize. The trophy consisted of a handsome stick pin. It was presented to him for being thirteenth in average and having the highest number of splits (not pale ale).

William B. Burk, senior member of the firm of W. B. Burk & Co., returned on May 16 from a prolonged trip abroad. Mr. Burk was accompanied by his wife. They visited the Holy Land and many places in Europe, Asia and Africa. While abroad Mr. Burk made purchases of sponges and negotiated large orders in many of the principal cities of Europe. The trip was of great benefit to him.

The up to date druggist no longer drives a four in hand. He is an automobilist. There are several in this city who now use the silent steed; the latest acquisition being Dr. Harry Stoeber, of the Broad Street Station Pharmacy. W. H. Gano and A. R. Heske are also lovers of the auto, and it is possible that there will soon be an automobile parade of the druggists of this city.

Commencing on June 6 there will be a gathering at the University of Pennsylvania of many leading botanists of this country. Invitations have been sent out for a scientific assembly of the Botanical Society of Pennsylvania. The meeting is for the benefit of the Botanic Gardens of the University. An elaborate programme has been arranged. During the evening three or four public lectures or demonstrations will be given simultaneously in the various rooms of the Biological Building. From five to six in the afternoon the botanical gardens and the greenhouses will be open for inspection, and officers of the society will describe many plants of special interest.

OHIO.

Phenacetin Prosecutions in Ohio—Cora Dow as an Impresario—
Progress of the Independent Telephone Movement.

(From our Regular Correspondent.)

Cincinnati, May 20.—In the United States Circuit Court last week Judge A. C. Thompson granted an injunction on behalf of the Farbenfabriken Company of Elberfeld, Germany, against the W. S. Merrell Company for the infringement of certain patents on aristol and phenacetin. This is only one of a number of suits that it is intended to institute, the majority of which will be against prominent druggists who are selling the article as furnished by others. It is stated that the complainant company have a large list of persons against whom they will proceed at once.

The case brought by the company against John Bauer, a druggist, of East Walnut Hills, has not yet been disposed of. The matter is still before a special master commissioner, who is taking testimony according to the decree of the Federal court, which granted an injunction against him to ascertain the amount of damages.

PROGRESS OF THE INDEPENDENT TELEPHONE INTERESTS.

The independent telephone lines of Ohio and Indiana have finally secured an entrance to Cincinnati, exclusive of the Cincinnati and Suburban Telephone Association, who have heretofore held a monopoly of the local field. It was officially announced last week by Philip Fitzsimmons, president of the Fitzsimmons Telephone Company, who have a previously unused franchise to operate in Cincinnati, that the connecting wires of the independent lines are strung within three miles of the end of the Fitzsimmons-Haus wires. He says that before June 1 a system of uniformed messenger boys in Cincinnati will be established to solicit and carry 'phone messages to drug stores and other places, to be transmitted to all points in Ohio and Indiana. A syndicate of 12 independent lines, with headquarters in Batavia, Hamilton, Indianapolis, Louisville and other places, has been formed. Their representatives met in Cincinnati and signed a ten-year co-operative agreement between the two interests. Fitzsimmons & Haus refused \$50,000 last week for a four-hour option on their franchise. "We could connect the wires within 24 hours," said Fitzsimmons, "but we are going slowly and want to make absolutely sure of our ground. We will establish a special exchange and connect Cincinnati drug stores and wholesale houses. We will make a special effort to secure the patronage of the druggists, who have been unfairly treated by the old company." It is generally understood that a number of local druggists are financially interested in the enterprise.

A WOMAN DRUGGIST AS AN IMPRESARIO.

Miss M. Cora Dow, who in addition to owning six of the largest retail drug stores in Cincinnati is interested in various other enterprises, has branched out as a full-fledged impresario. She is passionately fond of music, and under her direction Mme. Schumann-Heink, the famous contralto, will come to Cincinnati for one song recital, to be given on the evening of May 28 at the Grand Opera House. Miss Dow, in discussing her latest venture, said: "I feel that the music loving public of Cincinnati has not had enough of the better class of music this season, and my chief desire in bringing Mme. Schumann-Heink here at the present time is to call attention to the need of more musical enterprise and arouse the interest of Cincinnati musicians to the necessity of entertainments of this sort."

CINCINNATI NEWS NOTES.

The one hundredth regular meeting of the Cincinnati section of the American Chemical Society was held last Wednesday. The following topics for discussion were presented:

1. "The changes which chemistry has wrought in medicine and surgery," by L. L. Watters.
2. "A method for the detection of chlorides, bromides and iodides," by Stanley Benedict and J. F. Snell.
3. "Reviews," by Thomas Evans.

Garrett Daly, who for many years has been one of the most trusted employees of the wholesale drug house of John D. Park & Sons Company, has just been appointed assistant superintendent of the Cincinnati public parks. He was presented with a handsome Morris chair by his fellow workmen of the Park Company, as a token of the esteem in which he is held after his 21 years of service among them. Joseph Humbel, the chemist of the company, made the presentation speech.

Local druggists are interested in the newspaper reports that the great New York and Chicago department stores operated by Siegel, Cooper & Co. are seeking a site in Cincinnati for the purpose of establishing a local branch of their business. A representative of the firm is reported to have been in confer-

ence with local real estate brokers, in an effort to secure possession of the enormous Odd Fellows' Temple Building, at the northwest corner of Seventh and Elm. It was stated that they are figuring on the Temple as the most desirable site, as to location and building, in Cincinnati. They are also of the opinion that the building would require very little remodeling. The Temple property is now in the hands of an assignee.

INDIANA.

The Wholesale and Retail Drug Trade of Indianapolis—Extent of
Their Operations—Leading Wholesale and Retail Firms Described.

(From our Regular Correspondent.)

Indianapolis, May 19.—The wholesale drug trade of Indianapolis is unique in having a field practically to itself, with little competition except along the edges of its territory by wholesalers of larger cities. For instance, the area of its exploits comprises practically the entire State of Indiana, while it encroaches at the north on the trade of Chicago and in Central and Southern Illinois on the trade of both Chicago and St. Louis. Its field of operations also goes over the border into Western Ohio. The Ohio River practically limits its trade on the south, few goods being sold from here in Kentucky.

There are

FOUR WHOLESALE HOUSES

here doing an aggregate trade yearly of \$3,500,000. These four houses are the Daniel Stewart Drug Company, who claim establishment in 1840, the founder being William Hannaman, who was succeeded by Stewart, Morgan & Barry in 1862. The house of Ward Brothers developed from a retail house established over 30 years ago. They also may claim William Hannaman of 1840 as their founder, because Ward Brothers succeeded to the Hannaman location when the Daniel Stewart Drug Company entered the wholesale field into which Ward Brothers followed.

THE RETAIL TRADE OF INDIANAPOLIS.

There are 225 retail drug houses in this city of 200,000 people, and as a rule they are as handsomely furnished as the retail houses of any city in the West. The largest of these retail establishments is that of Henry Huder, which never closes its doors day or night, being on the most prominent downtown corner in the city. This house makes a specialty of show window displays and the artistic way in which these displays are made attracts much attention. It is now to have a rival in a great retail house just opened on an equally prominent corner two blocks further west in Washington street. This is the house of the Weber Drug Company in "The Claypool," the new \$1,000,000 hotel, which will be completed and ready for guests soon after May 15. The furniture of this retail drug house is of solid mahogany, and is the most elaborate and most expensive of any in the State.

PROGRAMME OF THE STATE MEETING.

The annual meeting of the Indiana Pharmaceutical Association will be held at La Fayette June 3 and 4. The programme has been so arranged that the visitors can participate in all the business and attend all the sessions and not lose more than two days from their store work.

One of the sessions will be devoted specially to the subject of advertising. During this session a paper will be presented by Ulysses G. Manning, of the editorial staff of the AMERICAN DRUGGIST, and also one by C. C. Deam, of Bluffton. An account of the work and plans of the N. A. R. D. will be given by T. V. Wooten, general secretary of that organization. There will be other papers and addresses as follows: Contributions of Botany to Pharmacy, by Dr. Stanley Coulter, Professor of Botany at Purdue University; Acetic Acid for Making Fluid Extracts, by Dr. W. O. Gross, Fort Wayne; Laboratory Notes, by Leo Eliel, South Bend; Gelsemium, by F. R. Eldred, with Eli Lilly & Co., Indianapolis; Some State Board Answers, by Harry E. Glick, Secretary of the Indiana Board of Pharmacy.

The business sessions will be held in one of the buildings at Purdue University; but the last session will be held at Tecumseh's Trail, a beautiful and historic place on the Wabash River, about three miles north of La Fayette and about three miles south of the Tippecanoe Battle Field. At this session the officers will be installed, and a musical programme given, in which the Purdue Glee Club, the Purdue Mandolin Club and several other local musical organizations will participate. A hearty invitation is extended to the druggists' wives, and special provisions are being made for their entertainment.

One of the features of the meeting will be the inspection of the Purdue laboratories in full operation. There will also be a military display by the Purdue Cadets, over 700 participating. This display will include the impressive "Sundown Flag Drill," and will be well worth seeing.

ILLINOIS.

The New Cocaine Law—Text of the Measure—The Woman's Pharmaceutical Association to Receive—A Druggist's Golden Wedding.

Chicago, May 18.—The bill limiting the sale of cocaine, regarding which there has been a great deal of agitation in local drug circles, has been signed by Governor Yates and is now a law. It goes into effect immediately. The law prohibits the sale or dispensing of cocaine in any form except on a physician's prescription. A prescription which contains cocaine cannot be repeated under any circumstances, the law providing that it can be filled only once. Another important feature of the law is the fact that the State Board of Pharmacy is in control of prosecutions. There was formerly so much red tape to go through with, and it was so difficult to get a case properly pushed, that convictions were rare. It is not long since there were a large number of arrests and many druggists were indicted by the grand jury. The exposures made at this time were largely responsible for the action by the Legislators, although the better element among the retailers had been trying for a long time to have something done. "The State Board now has ample power," said a prominent druggist, "to see that sales of cocaine are stopped, and there is no longer any excuse for permitting the dangerous traffic to go on." The full text of the new law follows:

TEXT OF THE NEW COCAINE LAW.

Section 1. Be it enacted by the People of the State of Illinois, represented in the General Assembly: That an act entitled "An act to regulate the practice of pharmacy in the State of Illinois, to make an appropriation therefor, and to repeal certain acts therein named," approved May 11, 1901, in force July 1, 1901, be amended by adding thereto two new sections, to be known as section 32a and section 32b, and amending section 34 thereof.

Sec. 32a. That it shall not be lawful for any druggist or other person to retail or sell or give away any cocaine hydrochlorate, or any salts of or any compound of cocaine, or any preparation containing cocaine, or any salts of or any compound thereof, excepting upon the written prescription of a licensed physician or licensed dentist, licensed under the laws of the State, which prescription shall only be filled once, and must have written plainly upon it the name and address of the patient. Provided, That the provisions of this section shall not apply to sales at wholesale by any manufacturer or wholesale dealer, who shall sell to the retail druggist, or other person so sold, as original packages only, when such manufacturer or wholesale dealer shall have affixed to each box, bottle or package containing such cocaine hydrochlorate, or salts or compounds of cocaine, or preparations containing cocaine, a label specifically setting forth the proportion of cocaine contained therein.

Sec. 32b. Any druggist or other person who shall retail or sell any cocaine hydrochlorate, or salts or compounds of cocaine, or any preparation containing cocaine, or salts or compounds thereof, in violation of this act, and any druggist or other person who shall prescribe any cocaine hydrochlorate, or salts or compounds of cocaine, or any preparation containing cocaine, or salts or compounds thereof, to any person addicted to the habitual use of cocaine, or any preparation or compound thereof, in any form, shall, for the first offense, be fined the sum of not less than \$50 nor more than \$200, and for each subsequent offense not less than \$200 nor more than \$1,000, and if the person so offending shall have a license as a physician, dentist or pharmacist, such license shall be revoked.

Sec. 34. An act entitled, "An act to amend an act entitled 'An act to amend an act entitled, 'An act to regulate the practice of pharmacy in the State of Illinois,'," approved May 30, 1881, in force July 1, 1881, as amended by an act approved June 4, 1889, in force July 1, 1889, in force July 1, 1895, and an act entitled "An act for the regulation for the sale of cocaine and all preparations containing cocaine," approved June 11, 1897, in force July 1, 1897, are hereby repealed.

Provided, That nothing in this section or this act contained shall be construed to interfere with the term of office of any officer heretofore appointed under the said act, and nothing in this act contained shall be construed to interfere with or cancel any certificate of registration or privilege heretofore granted under said act, but the officers heretofore appointed, and any certificate of registration or privilege heretofore granted shall continue in force and be and remain for and during the period as provided in the said act.

THE WOMAN'S PHARMACEUTICAL ASSOCIATION,

formed not long since, is becoming an interesting factor in local drug affairs. A reception is to be given by the association May 26 in the parlors of the Northwestern University Building, 87 Lake street. A number of addresses are to be made and officers of local societies will be present. A. E. Ebert will deliver an address on Early Chicago, with special reference to pioneer druggists.

A GOLDEN WEDDING.

Dr. and Mrs. William S. Pearce celebrated their golden wedding at Waukegan May 16 and the event interested the old timers greatly, for Dr. Pearce was one of Chicago's early druggists, and his son, Dr. William W. Pearce, who has been elected Mayor of Waukegan three times, is also a druggist. It is a remarkable fact that there has been no death in this family. There were nine children at the reunion, together with a large number of grandchildren. Both Dr. and Mrs. Pearce are of English birth. Dr. Pearce had a drug store in Chicago from 1849 to 1855, and then moved to Waukegan, where his son succeeded him ten years ago.

A SODA CLERK STRIKE.

A strike among soda water clerks is a possibility of the near future. The clerks demand better hours and more pay, and the employers are not disposed to grant what they ask. The clerks have formed a union and seem to be afflicted with the strike microbe, which has been working overtime lately hereabouts. Druggists conferred with the clerks last Tuesday, but little was accomplished that would tend to prevent trouble.

CHICAGO NOTES.

Mrs. C. C. Boyd, Muskegon, Mich., has sold out to Harry C. Kitchin.

R. A. Stephens has purchased the business of the Winona Drug Company at Winona, Minn.

The Chicago University Pharmacy has just been opened at Fifty-seventh street and Kembach avenue, Chicago.

Ferguson & Stewart have started a store at Salina Harbor, Ind. Mr. Stewart was formerly in Kelly's store at La Grange, Ill.

Referee Eastman called a meeting of the creditors of Lord, Owen & Co. last Friday, but the meeting was postponed until this week.

Simon N. Jones, of Louisville, Ky., chairman of the N. A. R. D. Executive Committee, and F. W. Meissner, a member of the committee, conferred with Secretary Wooten last week.

W. G. McNeir, the Decatur druggist who was shot May 4 by Edward McCool, died the next day. The shooting was due to jealousy, but McNeir on his deathbed declared he was innocent of wrong doing.

A number of changes in offices have resulted from the Lord, Owen & Co. failure. Among them are the following: Walter Dubridge, formerly city pricer for Morrisson, Plummer & Co., is now representing them on the west side; Mr. Clark, formerly city salesman for Lord, Owen & Co., is now city salesman for Best, Russell & Co.; Mr. Hevenor, formerly with Lord, Owen & Co., is now pricer for Morrisson, Plummer & Co.; August Waldschmidt, former assistant buyer for Lord, Owen & Co., is now in charge of the profit department of Morrisson, Plummer & Co.

Passed the Illinois Board.

At the examination held by the Illinois Board of Pharmacy in Springfield May 12 and 13 the following applicants passed: Registered Pharmacists.—W. F. Busse, L. Feldsher, A. C. Ibach, H. F. Ladwig, M. E. Ryan, J. Schachter and G. W. Wald, of Chicago; G. W. Houseman, C. Hofferkamp, A. T. Kammerer, H. B. Reagan, of Springfield; J. L. Guingrich and T. F. Kneer, of Peoria; W. Burnett, Norris City; L. D. Fern, Tunnel Hill; J. E. Gernaud, Rossville; H. Y. Hensley, Clinton; G. L. Hill, Cave-in-Rock; M. C. Hoeffken, Belleville; L. W. Johnson, Pana; S. H. Kittoe, Galena; C. E. Kraeger, Pekin; G. R. Mason, Terre Haute, Ind.; E. L. Reeves, Milmine; P. C. Reed, Lincoln; C. W. Towse, East St. Louis; R. F. Valentine, Granite City; J. M. Vreeland, Gibson, A. C. Woodruff, Bone Gap.

Assistants.—M. M. Burdick, Edelstein; J. H. Koch, Belleville; E. L. Milligan, Springfield; N. O. Nelson, Knoxville; J. M. Pillers, Jr., Pinckneyville; H. Romer, Minonk; J. Sivia, Cairo; J. M. Newman and V. C. Summers, Chicago.

The next meeting of the Board of Pharmacy for examination will be held at 146 East Thirty-ninth street, Chicago, August 11, at 9 a.m.

New applications must be on file in the office at Springfield at least ten days previous to above date. Under no circumstances will this rule be varied from and no one will be given the examination who has not fully complied with these requirements. Affidavits from registered pharmacists of time service must be filed at least three days before the examination.

The following resolution will be rigidly enforced:

"Great inconvenience being caused by applicants not appearing promptly on time, be it resolved that from that date all applicants who are not on hand when roll is called will be excluded from examinations and must wait until they learn to be prompt."

Address all communications to L. T. Hoy, secretary, Springfield.

Another Pharmaceutical Mayor.

J. C. Simmons, a well-known druggist, was elected Mayor of the town of Graham, N. C., by a large majority on May 5, thus adding another to our list of office holding pharmacists.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, May 23, 1903.

THERE has been a considerable falling off in the demand for the various staple drugs and chemicals during the past two weeks, and the business of the month thus far appears to be running behind that of the preceding month, though an active business is passing between jobbers and retailers, the slackness being most noticeable in the business between manufacturers and importers and the jobbers. Notwithstanding the fact that indications point to a quiet condition of affairs in all departments for the next month or so, local jobbers are maintaining values fairly well, and the larger operators appear to be making no special effort to urge stocks in excess of requirements, the continued prosperous state of the country contributing to a hopeful feeling as regards the future course of the market. Opium was sharply advanced soon after the preceding number of the AMERICAN DRUGGIST went to press, and a strong upward tendency is noted in sympathy with advices from Smyrna reporting injury to the coming crop by the recent prolonged drought; values are now 15 cents higher, and a further advance is only checked by the lack of important demand. The decline in quinine, which was predicted in our preceding report, materialized on the 19th inst., when N. Y. Q. brand was reduced 2 cents, followed next day by the announcement of a general reduction in manufacturers' prices, both foreign and domestic, to a uniform basis. Although the usual seasonable quietude has set in with codliver oil, there is no abatement of firmness on the part of holders, and the market is characterized by a strong undertone at the prevailing high range of values. The conditions at all producing points continue to strengthen the views of holders, and manufacturing consumers are beginning to show some anxiety regarding future requirements. Celery seed is dearer and the tendency in values is still pronouncedly upward in sympathy with foreign advices. Menthol maintains its firm position, influenced by additional cables of a strong tenor from Japan. The outlook appears to favor higher markets for all tartar preparations in view of the reports of damage to the grape crop in wine producing countries. Silver nitrate is $\frac{1}{2}$ cent an ounce dearer from manufacturers. The principal changes of the fortnight are tabulated below:

HIGHER.

Opium,
Silver nitrate,
Celery seed,
Colchicum seed,
Senega root,
Cassia oil,
Sarsaparilla root, Mexican,
Ipecac root, Carthagena,
Cochineal,
Saffron, Valencia,
Fennel seed, German,
Aloes,
Gum kino,
Cotton root bark.

LOWER.

Quinine,
Balsam tolu,
Peppermint oil,
Orange oil,
Ergot,
Gamboge,
Cassia buds,
Serpentaria root,
Galangal root,
Blue vitriol,
Arsenic,
Haarlem oil,
Spermaceti,
Cantharides, Chinese,
Eserine.

DRUGS.

Acetanilid is being supplied to the trade in quantity lots and a fair demand is experienced at the range of 20c to 21c.

Alcohol is maintained by producers at \$2.40 to \$2.42½, less the usual rebate that is made to those who live up to the contract, and about the usual demand is experienced.

Balsams.—Copaiba, Central American, is jobbing fairly at the old range of 37½c to 40c. Fir, Canada, is quiet, but prices are not quotably changed, holders still naming \$3.15 to \$3.60, as to quantity. Peru is dull and featureless at previous prices, or, say, 95c to \$1.05. Tolu is fractionally lower, there being offers to sell at 26c, which is the inside figure for quantity lots.

Barks.—Angostura continues scarce and firm, little being obtainable under 40c. Cascara Sagrada is in moderately active jobbing demand and values are firmly maintained at the quoted range of 8c to 16c, as to age and quantity; the prevailing scarcity has, it is reported, influenced coast dealers to repurchase in this market. Coto is in light supply and wanted, with none offering. Bayberry is in light supply and held steadily at 10c to 12c. Cascarilla is held and finds sale in a round way at 10c to 12c for quills and 7c to 7½c for ordinary. Sassafras is scarce and firm, say 8c to 15c, as to quality and quantity.

Cannabis indica continues to show an upward tendency and present values are firmly maintained, the quoted range being 90c to \$1.00 for tops.

Cantharides, Chinese, offer freely at a fractional decline, or, say, 38c to 40c, but the business passing does not exceed jobbing proportions; Russian is firm but without new feature at 62c to 65c.

Cassia buds are weak and neglected, and holders offer more freely at 17c to 18c, without, however, appreciably stimulating demand.

Chloral hydrate reflects the position of the article in foreign markets and is held with more firmness, some dealers even quoting an advance of 5c, though sales are making at previous prices, or, say, 80c to 90c for crusts and 85c to 95c for crystals.

Codliver oil is seasonably quiet, but the market retains its firm tone and we hear of sales of best brands in single barrel lots at \$140.00. The demand for future delivery is held in check by a wide difference between the views of buyers and sellers, as well as by the extremely limited offerings. The outlook is distinctly favorable to extreme prices.

Colocynth apples are finding sale in small lots at 37c to 42c for Trieste and 27c to 30c for Spanish, the inside figures being for original cases.

Cubeb berries are slow of sale and the supply seems quite ample for present needs. Importers, however, do not attempt to urge business at anything below 8c to 9c for whole and 11c to 14c for powdered.

Cuttlebone, Trieste, has been in moderately active demand during the interval and we hear of numerous jobbing sales at 18c to 20c, as to quality and quantity.

Ergot is weak and inactive, and quotations are more or less nominal at 29c to 30c for Russian (German) and 30c to 31c for Spanish.

Eserine has declined in the interval, owing to cable advices indicating an easier market abroad; manufacturers' agents now quote sulphate and salicylate in 5-grain vials at 13c a grain. The decline in foreign markets represents a cut of about \$12.00 on the price per ounce.

Haarlem oil prices have been lowered by the competition of importers and we hear of sales of single cases at \$1.87½, with large lots obtainable at about \$1.85. The range from jobbers is higher, \$1.95 being named.

Insect powder is in seasonable demand and for Dalmatian the market is firm at 14c to 26c, as to quality and quantity.

Lycopodium is slow of sale, but we have no quotable change to report in prices.

Menthol is held with continued firmness under the influence of corresponding conditions abroad. Cables report another advance in Japan to the equivalent to the lay down cost of about \$7.50, which is named as the inside figure for round lots in this market.

Morphine has not as yet responded to the advance in opium, but no one would be surprised if higher prices were announced by manufacturers at an early date.

Opium, which advanced suddenly on the 8th inst. from \$2.95 to \$3.05 for case lots, has further advanced in the interval and holders now quote cases up to \$3.25, and they are not anxious sellers at this figure, the indications pointing to a still higher market. The coming crop has been greatly injured, according to cable reports, by the prevailing drought. The new crop will, it is reported, not exceed 3,000 cases, which is 1,000 cases less than was anticipated. Meanwhile we quote the ruling market quotations at \$3.20 to \$3.25 for cases and \$3.27½ to \$3.30 for broken packages; powdered is held and selling in a jobbing way at the range of \$3.80 to \$4.00, as to test and quantity.

Quinine has been reduced in price by both foreign and domestic manufacturers, all makers now quoting on the basis of 24c for bulk. The decline in value was a natural consequence of the depreciation in bark at the recent auction sales at Amsterdam and London, and it was foreshadowed in our previous report. There is an absence of demand for stock in second hands, which is held at 23c to 23½c for German and 22c to 22½c for Java.

Saffron, Valencia, has developed an upward tendency in sympathy with conditions abroad, and values have advanced to the range of \$7.25 to \$7.50, with sales at this range.

Spermaceti is less actively inquired for and holders offer more freely at a reduction to 21c to 22½c for block and 22c to 22½c for cakes, as to quantity, with intimations that this price might be shaded on a firm bid for round lots.

CHEMICALS.

Acetate of lime is moving out with fair spirit, both for home consumption and for export, at the range of 1.40c to 1.45c for gray and .95c to 1c for brown, as to terms.

Arsenic, white, is jobbing fairly within the range of 3¼c to 3½c, as to quantity and quality; red Saxony is a shade easier, with sales at 6¼c to 7c.

Blue vitriol is in better supply and the market reflects an easier tone, with best brands offered at 5½c to 5¾c, as to quantity.

Bromide salts are attracting considerable attention at the moment, and the indications point to a possible early advance in prices owing to concentration of stock.

Cream of tartar is in good demand and maintained at full previous prices. Manufacturers are accepting orders for powdered at 24¼c to 25c, and the market has a strong undertone in view of the improved statistical position of the crude material at primary sources of supply.

Hypophosphite salts show no special variation; jobbing lots are passing out of lime, soda and potash at 48c to 50c, as to quantity.

Quicksilver is maintained at full previous prices under the influence of a steady consuming demand; quoted 64¼c to 65c.

Silver nitrate has further advanced ½c per oz., the quotation now standing at 35c to 38¼c, as to quantity, the inside figure being for lots of 1,000 oz. or over.

Sulphuric ether is unchanged, though foreign markets are reported higher. U. S. P. 1890 is quoted 68c and U. S. P. 1890 60c to 62c, while washed is held at 64c to 66c.

Tartaric acid is in improved demand, both for prompt and forward delivery, and crystals and powdered are firmly maintained at 30¼c to 30½c and 30½c to 30¾c.

Oxalic acid is quiet, but prices show no special variation from 5¼c to 5½c, and we hear of numerous jobbing sales at this range.

ESSENTIAL OILS.

Anise is reported firmer at primary sources, but values in this market are unchanged at \$1.05 to \$1.10.

Bergamot has eased off a trifle and offers more freely at \$2.05 to \$2.20.

Cassia has been in good demand since our last, and prices are higher under this influence and stronger reports from primary sources. While sales are making in some instances in a limited way at 70c to 72½c, most holders have marked up their quotations to 75c for 75 and 80 per cent.

Citronella has eased off a trifle since our last, some holders now naming 20c as the inside quotation for drums and 22c for cans.

Orange, sweet, is lower in sympathy with the primary markets and spot quotations show a decline of 5c per lb., the revised range being \$5.60 to \$5.65, as to quality and quantity.

Pennyroyal is in moderately active demand and values are well sustained at the previous range of \$1.15 to \$1.25, as to quality and quantity.

Peppermint has sold fairly in jobbing quantities, but values have dropped a notch or two in the interval, pure in bulk being now obtainable at \$2.85 to \$3.00, as to quality and quantity. The season's yield is expected to be light and prices will probably go higher.

Sassafras is dull, but the market is sustained at 42½c to 45c for natural and 29c to 30c for artificial.

Wintergreen, natural, is weaker in the face of a limited demand, and prime goods offer at \$1.70 to \$1.85; synthetic is in moderately active jobbing demand and selling at 38c to 42c.

GUMS.

Aloes, Barbadoes in gourds, is in moderate demand, but supplies are light and holders are firm in their views at 6c to 6½c; Cape is scarce and wanted at 12c; Socotrine quoted 18c to 20c.

Arabic, of the various grades, continues in good consuming request and values are steadily maintained at 34c to 37c and 23c to 27c for first and second pick, respectively; sorts held and selling at 7c to 10c.

Asafoetida is dull, but prices are steadily maintained at 19c to 28c, as to quality and quantity.

Camphor has not changed from 55½c to 56½c for bulk and cases, but supplies are held with increased firmness, despite the fact that the active consuming demand is about over.

Chicle is in good seasonable demand and the market has an upward tendency under light supplies.

Gamboge is in better supply and the spot quotation for pipe has been reduced to 85c, while parcels to arrive have been offered at 72c to 72½c.

Kino is in good request and the market is firmer, with 25c to 30c now named.

Myrrh is held with more firmness, in view of the position of the article in foreign markets, where prices are advancing; quoted 20c to 22½c.

Tragacanth is finding a steady outlet into channels of consumption at previous prices.

ROOTS.

Aconite, German, is quiet, but values are unchanged at 10c to 11c.

Galangal is lower, owing to arrivals, and 6c to 6½c will now buy.

Gentian is held with more firmness, in view of the limited available supply, and current transactions are at 4¼c to 5c.

Ginger is in moderately active jobbing demand and firm at 9c to 10c for unbleached and 11c to 13c for bleached.

Ginseng is held and finds sale in a small way at \$3.75 to \$4.00 for Southern and \$5.00 to \$5.75 for Eastern and North-western.

Golden seal is moving out in moderate quantities at the range of 54c to 56c.

Sarsaparilla, Mexican, is in light supply and maintained at the full price of 7½c.

Senega is scarce and firm, and we hear of sales of Western at \$1.10, with up to \$1.20 asked by some holders.

Serpentaria is easier, owing to lower offers from primary source of supply, and the spot quotation has been reduced to 40c.

SEEDS.

Canary, Smyrna, has taken an upward turn and nothing now offers below 3¾c to 3½c, while Sicily is held at 3¾c to 4c.

Celery is again higher, the inside quotation having been further advanced to 9½c, with 10¼c asked in some instances.

Colchicum reflects a rising market and holders decline to shade 42c.

Fennel, German, is in reduced supply and the market shows an upward tendency; we hear of sales within the quoted range of 10c to 11c.

HINTS TO BUYERS

When in need of anything in the homeopathic line call on Boericke & Tafel, New York, Philadelphia and Chicago.

When thinking of putting in a supply of photo goods, consult the G. Cramer Dry Plate Company, of St. Louis, Mo.

Clarke Bros. & Co., distillers, of Peoria, Ill., have a fine quality of gin for family and medicinal use. Price, \$8.50 per case.

The eighty-first annual course of lectures of the Philadelphia College of Pharmacy begins October 1, 1903. Write to the Registrar, 145 North Tenth street, for particulars.

You won't find any drugs at Hearn's, in West Fourteenth street, but you will find everything in the dry goods line at prices that will surprise you.

Druggists should see to it that their stock of Gillott's Pens is kept up. These pens have been on the market for years and are widely and favorably known.

The Stallman & Fulton Company, New York, make a special announcement of Nosophen, new package, \$4.50 per dozen. They are the sole agents for the United States and Canada.

Have you obtained quotations yet from the Albany Chemical Company on their numerous articles? They have many specialties that will interest you.

When you want chemically pure glycerin, with quality unsurpassed and always uniform, specify Gordon's glycerin, put up by the W. J. Gordon Chemical Company, Cincinnati.

Write to C. F. Gunther, Chicago, for a catalogue of his fine candles, soda fountain requisites, etc. Summer is almost at hand and every druggist should be well supplied in this line.

The Merz Capsule Company have a fine line of goods on the market. They are handled by all jobbers, the price to the trade being \$3 a dozen.

Frederick Stearns & Co. have issued notice that hereafter the discount on Stearns' vaccine will be 40 per cent. Our readers should note this fact carefully in their catalogues.

When you want to go from Chicago to Indianapolis, Cincinnati, Louisville, and all points south and southeast from Chicago, you can't do better than to travel on the "Big Four."

Liquid Rennet will be found most convenient for making junket, curds or whey. It is made by Jos. T. Shinn, Philadelphia, and sold by all leading jobbers.

When you want boxes, labels, a cabinet for filing prescriptions, or anything in that line, write to E. B. Read & Son Company, Baltimore.

If you want power for running ice cream freezers, or fans, consult the Chicago Water Motor & Fan Company, Chicago. It will be to your advantage to get their catalogue.

It pays a druggist to handle Dr. Jayne's Expectorant, or any of Dr. Jayne's Family Medicines, which are so well known and are in steady request.

In buying compound syrup of hypophosphites be sure you specify and get "Fellows," manufactured by the Fellows Medicinal Mfg. Company, sole proprietors, Montreal. The manufacturers warn druggists against colored imitations.

The Mayell & Hopp Company, Cleveland, are advertising their Witch Hazel Jelly. It is a splendid preparation for the skin, free from grease, no stickiness. It is excellent for sunburn, after shaving, and for other purposes.

Every pharmacist needs a good preparation for cleaning metals, glass, etc. Geo. W. Hoffman, Indianapolis, has one of the best cleaning compounds on the market in his "Barkeepers' Friend."

The Southern Railway announces that tickets will be placed on sale on June 11, 12 and 13, limited to return not later than June 24, for \$15.20 for the round trip from Washington to Asheville and return.

An excellent spirit for all purposes, save internal use, is Columbian Spirit manufactured by the Wood Products Company, formerly the Manhattan Spirit Company, of Buffalo, N. Y. This article is odorless and permanently water-white.

You are sure to have calls for an article that is used by more than half the medical profession of America. Such a preparation is Abbott's Saline Laxative, put up by the Abbott Alkaloidal Company, New York, Chicago and San Francisco.

Eimer & Amend, wholesale druggists, New York, handle

everything in the drug line, including scales, weights, horn goods, pharmaceutical apparatus, etc. Send for their catalogue and price-list.

A tablet machine combining simplicity, rapidity, accuracy and reliability is certainly well adapted to the needs of the manufacturer. Such a machine is made by Arthur Colton, manufacturer of pharmaceutical machinery and apparatus, Detroit.

The attention of all pharmacists is called to Sharp & Dohme's Lapactic pills, most efficient in chronic constipation, atonic dyspepsia, etc. These pills never gripe. Their demand is steadily increasing, and it would be well to have them in stock if you don't carry them now.

Pharmacists profit by handling goods of first-class quality and known merit. Such goods may always be obtained from Fries Bros., manufacturing chemists, New York. They have a long list of specialties which will interest you, such as oil of wintergreen, vanillin, eau de cologne, salol, antipyrine, heliotropine crystals, etc.

The American Peroxide of Hydrogen, by reason of its small acidity, forms a very pleasant and efficient spray, combined with Listerine, making it an ideal antiseptic in treatment of throat troubles. The American Peroxide & Chemical Company are at present considering an antiseptic and prophylactic preparation for dental purposes.

Merck & Co. are making a leader of Thiocol-Roche, which is being prescribed extensively for coughs, pneumonia and tuberculosis. It is marketed in three forms: Thiocol-Roche Powder, Thiocol-Roche Tablets and Sirolin. When ordering send for literature for distribution among physicians.

As the month of May is sufficiently changeable in its character to produce an abundant crop of sore throats, the advertisement of the National Licorice Company, of Brooklyn, N. Y., will be of interest. The line of specialties manufactured by this concern grows steadily in popularity, and inasmuch as it affords a satisfying margin of profit, it is on good terms with the retail apothecary.

A guaranteed U. S. P. Lanolin at 30 cents per pound should be of interest to druggists. The firm of Evans & Son, Limited, of 133 William street, New York, advertise their British Lanolin at this figure, and say further that if the goods are not obtainable of jobbers at the price named, the retail druggists may supply themselves by addressing the house.

One of the valuable and necessary articles in the sick room is Schering's Formalin Lamp. It is especially useful in the prevention of contagious diseases. It sterilizes and purifies the air and diminishes the danger of infection by the slow vaporization of Formalin Pastils. It is endorsed by the foremost hygienists. Schering & Glatz, New York, are the sole agents for United States.

Suprarenalin is the astringent, hemostatic and pressor principle of the suprarenal substance, possessing all the therapeutic properties of the suprarenal glands. It is put up by Armour & Co. in 1-grain vials, 80 cents per grain. The company also have on the market a suprarenalin solution, a non-toxic, non-irritating preparation of great service and convenience in minor surgical operations. One-ounce vials 80 cents per ounce.

McCormick & Co.'s "Bee Brand" Insect Powder has rapidly forced itself into the front ranks, its increasing sales attesting to the popularity of the new style up-to-date package and the merit of the article contained in it. "Bee Brand" Insect Powder is ground from the first quality of closed flowers in McCormick & Co.'s own mills, and is guaranteed to be absolutely free from adulteration. They offer to send druggists a free sample for the asking. In writing for same kindly mention the AMERICAN DRUGGIST.

Fitzsimmons, Gleeson & Co., 8 Cedar street, New York City, import crude drugs, gums, etc., and have just issued to the trade a catalogue covering the more important goods handled by them. This catalogue, however, is issued without prices, the publishers taking the ground that prices without samples representing the quality offered are misleading. They would be pleased to quote prices and furnish samples or original packages either on the spot or for future delivery.

We print in this issue the advertisement of the Albany Chemical Company, and would call attention to the very complete line of standard chemicals manufactured by this enterprising concern. They are, perhaps, best known by their chloroform, which, it will be remembered, is made under a patent issued to G. Michaelis and William T. Mayer, and which they successfully defended in the courts. Their other standard chemicals are largely sold in every city and town of the United States and Canada, and their export business is important.

The standard of excellence in fruit juices and crushed fruits is the line which goes out to the trade under the name of "Perfecto." The advertisement of the manufacturers of this line, the Crandall & Godley Company, of 155 Franklin street, New York, will be found in another part of this issue. Druggists should not overlook the new Perfecto ice cream soda dishing spoon, which is sold to the trade at \$1.50. A catalogue of ice cream utensils and machinery and containing other interesting matter will be mailed on application.

Druggists who can buy absorbent cotton in quantity lots can have their own advertisement added to rolls manufactured by the Maplewood Mills, of Fall River, Mass. This concern are the largest manufacturers of absorbent cotton in the world. Their product is carefully prepared under strict pharmaceutical rules, and represents a high degree of perfection. As this is a generally admitted fact, and the prices quoted are guaranteed to be the lowest in the market, there does not seem to be any reason why dealers should not place their orders, large and small, with the Maplewood Mills.

The only sure way of obtaining and selling absolutely pure borax is to buy the package goods of the Pacific Coast Borax Company, of 100 William street, New York, whose advertisement will be found in the present issue. As there is scarcely an article of commerce that has been more sophisticated than this, the precaution of obtaining original packages from headquarters should be considered timely. The drug trade has found by experience that they confirm the confidence of their customers by selling this brand. The goods are put up in 1 pound, 2 pound and 5 pound packages, the first named being the principal seller. The goods may be obtained of any wholesale druggist.

Special attention is directed to the advertisement of Wm. L. Strauss & Co., of 27 Warren street, New York. An interesting feature in this advertisement is an illustration of a new 10-cent Floral Charm, which is something of very ready sale and of good profit to the dealer. The advertisers are sole American agents for the well-known house of F. Wolff & Sohn, of Karlsruhe, Germany, manufacturers of a large and interesting line of perfumes, soaps and toilet articles. The goods are for sale by jobbing houses.

The cash register made by the Century Cash Register Company, Ltd., Detroit, is fast gaining in popularity in this and foreign countries. Frank S. Pierce, druggist, of Beaverton, Mich., writes:

The machine you sold us has given the greatest satisfaction, not only as to accuracy but as an ornament and gauge of business transactions. We believe your Register equal to, if not superior to, the many high-priced Registers on the market. One thing we are sure of, and that is, we would not trade our Century for any other. The salesman of one of the high-priced concerns wanted to trade one of their machines for my Century, but I could not see the economy of my paying several prices for an article, and that one inferior to my Century.

This is but one of many similar testimonials.

It will be a point of material advantage to our readers who carry in stock the well-known veterinary remedies of W. F. Young, P.D.F., of Springfield, Mass., to make sure that this fact is recorded in Mr Young's list. He is spending a large sum of money in advertising in agricultural and other papers, and is constantly in the position of having to prescribe for sick horses in various parts of the country. His practice is to write a prescription and instruct the owner to have it made up at the nearest drug store carrying the goods in stock. As to place your name on this list only involves the trouble of writing a postal card, and material benefits are likely to follow, we presume any of our readers who have not already done so will at once write to Mr. Young.

The firm of Parker, Stearns & Sutton, 223 South street, New York, advertise in this issue their ingenious U. S. A. Liquid



Pistol. This article delivers ten or more shots of either plain water, ammonia, or a solution of capicum, and it is not in any sense a toy, but a practical means of defense for bicyclists, unescorted ladies, etc. It is guaranteed to turn any dog or man, and at the same time to inflict no permanent injury. It is quickly and easily loaded by inserting the muzzle in a glassful of the liquid and pressing the trigger again and again until there is no longer any visible escape of air. The pistol is then ready for use, and will deliver ten or more shots after the manner of a revolver. It is retailed at 50 cents, and the price to the trade affords the dealer a handsome profit. Any druggist can sell this article by simply displaying it in his store window.

Something New in Window Decorations.

The Welch Grape Juice Company have gotten out something new in the window decoration line that is attracting much attention. It is a set of three strips, each 5 feet long and 1 foot wide, lithographed in six colors to represent a grape arbor. Every druggists handling Welch's Grape Juice—and it would be hard to find one who does not—should have a set of these, and they can be obtained by addressing the company at Westfield, N. Y. These strips are attractive enough for the finest stores.

Special Terms on Castoria.

Castoria—"the kind you have always handled"—is made by the Centaur Company, 77 Murray street, New York, of whom Charles H. Fletcher is president. Mr. Fletcher thinks that almost any druggist ought to be able to sell a dozen bottles of his specialty a month, or one gross a year, and to induce effort in that direction he authorizes jobbers to allow a special discount of 5 and 2½ per cent. on gross lots. Druggists are invited to send for counter wrappers, cartons and other advertising matter.

A Local Anaesthetic.

Dr. R. B. Waite's local anaesthetic has proven one of the most satisfactory means at the command of the physician for the production of local anaesthesia. It has been highly commended by both surgeons and dentists, and in all forms and kinds of minor surgery the results have been remarkably and uniformly satisfactory. Druggists who handle dentists' supplies will find it one of the best selling specialties that can be introduced to their dental friends. It is sold at \$1 per ounce, and will be sent, postage paid, to all parts of the world by the manufacturers, the Antidolor Mfg. Company, Springville, N. Y., provided cash accompanies the order. Druggists who have not handled this preparation should write to the manufacturers, mentioning the AMERICAN DRUGGIST, and secure details regarding it.

Druggists' Store Chairs.



The excellent line of metal furniture manufactured by the Royal Metal Mfg. Company, 34 and 36 West Washington street, Chicago, is well worthy of the attention of pharmacists who aim at neatness and convenience in store arrangement. We illustrate herewith one of their chair patterns, which will be found especially well adapted for the drug store. The frame of this chair is of specially tempered steel with oxidized copper finish, while the seat may be of quartered oak or mahogany, as desired. The price of these chairs places them within the reach of the most economical, the list figure being \$3. We advise our readers to send to the Royal Metal Mfg. Company for a full list of their metal specialties in the furniture line. The neat appearance of these chairs and the small space which they occupy commend them alike to the pharmacist with the small

store and a few customers and the one with a large store and many customers. When writing the company for their catalogue and price-list our readers should mention the AMERICAN DRUGGIST.

A Handsome Window Display.

Bauer & Black, of Chicago, have set about educating the public as to the manifold and important uses of suspensories. They are doing this through the medium of advertisements in all the high class magazines throughout the United States, and with a view to aiding in this campaign of education they furnish an artistic lithograph to be used as a window display for such druggists as are sufficiently enterprising to appreciate special features in the window display work. The lithograph in question is an excellent reproduction of a spirited painting

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Coming Meetings.

STATE ASSOCIATIONS.	PLACE.	DATE.
Colorado	Cascade	June 23, 24, 25, 26.
Connecticut	Greens Farms	June 16.
Delaware	Brandywine Springs	June 11.
Illinois	Bloomington	June 9, 10.
Iowa	Council Bluffs	July 14, 15, 16.
Maine	Rockland	June 29, 30.
Maryland	Ocean City	July 14, 15, 16, 17.
Massachusetts	North Adams	June 9-11.
Michigan	Battle Creek	August 18, 19, 20.
Missouri	Fertile Springs	June 9, 10, 11, 12.
New Jersey	Asbury Park	June 10, 11.
New York	Utica	June 16, 17, 18.
North Carolina	Morehead City	June 11.
North Dakota	Fargo	August 4.
Ohio	Toledo	June 23, 24, 25.
Pennsylvania	Eaglemere	June 23, 24, 25.
South Dakota	Canton	August 11-13.
Virginia	Huckroe Beach	July 14.
Washington	On Puget Sound (?)	July.
Wisconsin	Waupaca Chain-o'-Lakes	September 1-3.
NATIONAL ASSOCIATIONS.	PLACE.	DATE.
American Pharmaceutical	Mackinac Island, Mich.	August 3.
National Wholesalers'	Boston, Mass.	September 7.
N. A. R. D.	Place to be named.	Date to be named.

MUST THE JOBBER GO?

ONE of the oldest and most successful jobbing houses in the dry goods trade in the United States, the firm of Lee, Tweedy & Co., of this city, have voluntarily retired from business, not from any lack of capital or facilities, but as announced by the head of the firm, because "the profits of the middleman or jobber are no longer what they once were. They have fallen away, as with jobbers or middlemen in other lines of industry. I know this is the case in hardware and flour. The retailer is more and more getting his goods direct from the manufacturer. We have looked the matter over, and we thought this was a good year to get out and we are going to get out. We are perfectly satisfied with the money that we have made."

The gradual consolidation of the jobbing drug business in this city into the hands of a comparatively few large houses, most of whom combine manufacturing with jobbing, would indicate that somewhat similar conditions prevail in the drug trade as are set forth above as governing the dry goods trade. It is improbable that this tendency to eliminate the jobber will cause any violent or sudden alteration in conditions in the drug trade, but the tendency is clearly present, and we believe that the number of houses doing a strictly jobbing drug business will gradually diminish rather than increase in proportion with the increase in the retail drug trade.

THE PANAMA CANAL AND THE MONROE DOCTRINE.

AN interesting aspect of the Panama Canal question is presented in an admirable review of the treaty with Colombia which was printed in a recent number of *La Prensa* of Buenos Aires, one of the chief newspapers of South America. This able journal calls attention to the fairness and liberality of the treaty and sets forth clearly the great advantages accruing to Central and South America through the vesting of the control in the United States Government, rather than in the hands of European owners. *La Prensa* looks upon this treaty and the construction of the canal by the United States as "satisfactory and tranquilizing as a positive formulation of the American solidarity and conservativeness expressed eighty years ago (in the Monroe message) and more necessary at present than ever." The Government of the Argentine Republic in a recent communication to our own Government concerning the collection of debts by force formally committed itself in favor of the Monroe

Doctrine, this being, we believe, the first positive declaration in favor of that pronouncement ever uttered by any South American Government, for South American governments have heretofore looked with a certain degree of suspicion on that doctrine as forming a possible starting point for a movement looking to the subversion of the political independence of the South American states. This unwarranted fear on the part of the South American republics is evidently passing away, and giving place to that confidence in our political assertions which we believe to be warranted both by our past history as a nation and the temper of the people whose will finds expression in the Executive at Washington.

Now that the South American republics have come to trust the United States politically, we confidently look forward to a much closer affiliation in our commercial relations, and we urge American manufacturers to avail themselves of the kindlier feeling toward the United States which now pervades our South American neighbors, and to make an extra exertion to lay before the South American trade the advantages which are offered by goods of American manufacture.

THE LIEBIG CENTENARY.

ON May 12 was celebrated the one hundredth anniversary of the birth of Justus Von Liebig in Darmstadt, where his father was engaged in mercantile pursuits. Liebig may be looked upon as the father of organic, physiologic and agricultural chemistry. The first period of his life was devoted to the study of pure chemistry, but the second period was devoted to the application of this knowledge to industrial pursuits in a manner which opened up wholly new vistas of profitable activity in numerous directions. Kolbe, himself a renowned chemist, says that it appears wonderful and to the laity almost incredible that after thousands of years of experience in agriculture a German chemist, devoid of any experience in this pursuit, should from his study table direct the husbandman how he should treat his land in order to secure the best and most permanent returns from it, and that with the teachings of Liebig the rational pursuit of agriculture and the natural laws underlying this calling first became understood. Liebig was the founder of the method of elementary analysis still in use, the promulgator of the radical theory, the discoverer of chloroform, of chloral, of hippuric acid, of creatinin, of tyrosin and of the form of meat extract which still bears his name. These are but a few of his many important contributions to the domain of chemistry, and it is of special interest to pharmacists to note that he warmly advocated the recognition of pharmacists as being well fitted for carrying on chemical work generally, and that he was a founder of the *Annalen der Pharmazie*, which later became *Liebig's Annalen der Chemie und Pharmazie*. It is proposed to fit up as a Liebig Museum the laboratory in Giessen which was constructed during his professorship there and which is now utilized as an annex to the Surgical Clinic.

EDWARD L. MILHAU.

PHARMACY is the poorer by the death of Edward L. Milhau, and New York pharmacy, in particular, has lost in him a conspicuous representative. A gentle, retiring member of the craft, one whose activity was never centered in the arena of pharmaceutical politics, Mr. Milhau was animated with an almost inordinate pride in his profession. He was a pharmacist of the old school, fairly saturated with the love of his calling, and with that intangible spirit of devotion which distinguishes the one who has a natural bent for the study and practice of pharmacy. His knowledge of the diversified aspects of pharmacy was wide and deep, and even up to within a year or two ago there was probably no man in this country better read than he in contemporary pharmaceutical literature. His intimate acquaintance with the literature and his knowledge of theory was coupled with that mastery of the manipulative skill which has ever been a characteristic of the born pharmacist; and in this he was excelled by few of his contemporaries. Barred to a certain extent from social intercourse by reason of a defect in his hearing, he was slow in making new acquaintances; but he was ever ready to lend a helping hand and brain to any one interested in scientific work who might care to draw upon his rich storehouse of knowledge. Although something of a scientific recluse he still possessed and cultivated a business strain which made him take cognizance of the drift of pharmacy in its trade relations, and, carried along on this tide, he allowed his famous old apothecary's shop to be converted into a modern cut-rate drug store. The careless passer-by, or casual purchaser of a glass of something cooling at the soda fountain, could have little idea of the strait-laced, proud old man who sat in the seclusion of the back shop, out of patience with modern tendencies and inspired by old time beliefs and memories. Like most men whose roots are in the past, he had many punctilious and formal ideas, and was somewhat intolerant of the modern spirit, but as the survivor of by-gone conditions he was always interesting to the student of affairs and to the pharmaceutical historian. To those who had the privilege of being numbered among his friends his death will prove an irreparable loss, for the conditions which produced him have altered irrevocably, and we shall never see his like again.

ALL honor to J. C. Simmons, pharmacist, of Graham, N. C., who has demonstrated the esteem in which he is held by the people of his community by his election as Mayor of the town at a general election on May 5. We should be glad to get particulars of other members of the craft who take an active interest in civic affairs, and who by election to places of responsibility in the government of the community have shed lustre on their profession.

THE RICE MONUMENT.

THE memorial monument to the late Dr. Charles Rice, the outcome of the Rice Memorial Fund started by the AMERICAN DRUGGIST in the early part of 1902, is nearly ready for erection over the resting place of the deceased in Woodlawn Cemetery, New York. By the courtesy of the Harrison Granite Company, of Barre, Vt., the firm who built the monument under the direction of the Memorial Committee of the United States Pharmacopœial Convention, we are enabled to show herewith an engraving made from the architect's drawing of the monument, which will be formally dedicated with appropriate exercises at Woodlawn on July 7.

The monument is severely classic in design, but appropriately so in view of the classic and scholarly attainments of the deceased. It is made of Barre granite, and measures 6 feet 6 inches by 3 feet 11 inches at the base and is 5 feet 8 inches in height. The first base is axed; the second base is also axed, with the name RICE in raised polished letters on the front. The die has a torris mold around the lower edge and a Greek key border around the top. On the back of the die are two polished panels separated by a wreath and an inverted torch carved in bold relief.

On the highly polished front panel appears this inscription: "Charles Rice, Ph.D. Born October 4, 1841. Died May 13, 1901. Erected by his friends in grateful appreciation of his eminent services to medicine and pharmacy."



Monument to Charles Rice.

The first three lines are in block letters, the rest of the inscription being in church text. In the interior of the base of the monument will be placed a copper box containing a translation of a Sanscrit poem by Miss Adelaide Rudolph, of Cleveland, Ohio, who was one of Dr. Rice's Sanscrit pupils. The box will also contain a statement of the object of the memorial, the names of the Memorial and Monument committees, and a list of the subscribers to the Rice Memorial Fund. Miss Rudolph has materially assisted the Memorial Committee in the collection of data. The memorial publication will contain as much as possible of the life work and career of the deceased, but it will be devoted chiefly to his life work.

The Memorial Committee consists of S. A. D. Sheppard, chairman; Virgil Coblentz, Charles E. Dohme, James H. Beal, Henry Kraemer, Reynold W. Wilcox and Joseph P. Remington. The Monument Committee consists of Virgil Coblentz, chairman; R. W. Wilcox and Charles E. Dohme.

With the exception of the sums of \$250 appropriated by the Board of Trustees of the United States Pharmacopœial Convention, \$100 donated by Merck & Co. and several individual subscriptions, including \$25 from the Kings County Pharmaceutical Society and \$40.75 from the German Apothecaries Society, the bulk of the total donations, amounting to \$1,489.25, was collected by the AMER-

ICAN DRUGGIST, the following being a complete list of the donors:

DONORS TO THE RICE MEMORIAL FUND.

Dr. John J. Abel, Baltimore, Md.; American Druggist Publishing Company, New York; Prof. H. V. Army, Cleveland, Ohio; Gustavus Balser, New York; Prof. James H. Beal, Scio, Ohio; Max Breitenbach, New York; Board of Trustees of the U. S. Pharmacopœial Convention; Dr. Albert H. Brundage, Brooklyn, N. Y.; "Cash," New York; Prof. Charles Caspari, jr.; Prof. Virgil Coblentz, New York; Robert M. Dadd, Milwaukee, Wis.; Dr. N. S. Davis, Chicago; John H. Dawson, San Francisco, Cal.; Prof. C. Lewis Diehl, Louisville, Ky.; Dr. Alfred R. L. Dohme, Baltimore, Md.; Charles E. Dohme, Baltimore, Md.; John A. Dunn, Brooklyn, N. Y.; Albert E. Ebert, Chicago, Ill.; W. H. Ebbitt, New York; Dr. Arthur H. Elliott, New York; A. R. Elliott, New York; Fairchild Bros. & Foster, New York; Col. E. W. Fitch, New York; Lewis Flemer, Washington, D. C.; Eustace H. Gane, Brooklyn, N. Y.; Prof. James M. Good, St. Louis, Mo.; Dr. Willis G. Gregory, Buffalo, N. Y.; Dr. Walter S. Haines, Chicago, Ill.; Prof. Carl S. N. Hallberg, Chicago, Ill.; Dr. H. A. Hare, Philadelphia, Pa.; George Hoffman, Brooklyn, N. Y.; Richard A. Hudnut, New York; "J. K.," New York; William F. Kaemmerer, Columbus, Ohio; Kings County Pharmaceutical Society, Brooklyn, N. Y.; Thomas Knoebel, East St. Louis, Ill.; the Kny-Scheerer Company, New York; Prof. Julius A. Koch, Pittsburg, Pa.; Prof. Henry Kraemer, Philadelphia, Pa.; Dr. Edward Kremers, Madison, Wis.; Lehn & Fink, New York; Dr. A. L. Lengfeldt, San Francisco, Cal.; Prof. John Uri Lloyd, Cincinnati, Ohio; Dr. Albert B. Lyons, Detroit, Mich.; Dr. John Marshall, Philadelphia, Pa.; Thomas D. McElhenie, Brooklyn, N. Y.; Ewan McIntyre, New York; Dr. J. N. Medberry, Webster City, Iowa; Merck & Co., New York; Dr. William M. Mew, Washington, D. C.; William Mittelbach, Boonville, Mo.; Prof. Frank X. Moerk, Philadelphia, Pa.; Ernst Molwitz, New York; Dr. Murray Galt Motter, Washington, D. C.; John Oehler, New York; Prof. Oscar Oldberg, Chicago, Ill.; Parker, Stearns & Sutton, New York; Parties unknown, by Merck & Co., New York; Prof. Edgar L. Patch, Stoneham, Mass.; Dr. Charles F. Payne, Atlanta, Ga.; J. R. Planten, New York; John L. Polk; Dr. Frederick B. Power, London, England; Dr. Albert B. Prescott, Ann Arbor, Mich.; Dr. V. C. Price, Chicago, Ill.; Gustavus Ramsperger, New York; Arthur J. Reeder, New York; Prof. Joseph P. Remington, Philadelphia, Pa.; Miss Adelaide Rudolph, Cleveland, Ohio; Prof. Edward W. Runyon, New York; Dr. Henry H. Rusby, New York; Prof. Samuel P. Sadtler, Philadelphia, Pa.; Dr. Enno Sander, St. Louis, Mo.; Edward A. Sayre, Newark, N. J.; Prof. Lucius E. Sayre, Lawrence, Kan.; Dr. William J. Schieffelin, New York; Prof. Wilbur L. Scoville, Boston, Mass.; George J. Seabury, New York; Samuel A. D. Sheppard, Boston, Mass.; Ferdinand A. Slesker, New York; Dr. William Simon, Baltimore, Md.; George W. Sloan, Indianapolis, Ind.; Wesson G. Sprague, Flushing, Mich.; Edward H. Squibb, Brooklyn, N. Y.; Frederick Stearns & Co., Detroit, Mich.; Prof. Alvisio B. Stevens, Ann Arbor, Mich.; Clarence G. Stone, Mt. Vernon, N. Y.; John M. Tobin, Narragansett Pier, R. I.; Judson B. Todd, Ithaca, N. Y.; Henry S. Wellcome, London, England; Henry C. Wesner, Windsor, Mo.; Henry M. Whelpley, St. Louis, Mo.; William Hull Wickham, New York; Thomas S. Wiegand, Philadelphia, Pa.; Dr. Reynold W. Wilcox, New York; Seward W. Williams, Orange, N. J.; Theodore D. Wetterstroem, Cincinnati, Ohio; Dr. Henry C. Wood, Philadelphia, Pa.; Prof. Frederick J. Wulling, Minneapolis, Minn.; Edward V. Zoeller, Tarboro, N. C.

The subscriptions, as will be noted, covered a wide section of country and ranged from 50 cents upward.

PROGRESS OF PHARMACEUTICAL CHEMISTRY*

Review of Analytical Progress and Closely Allied Subjects by American Pharmaceutical Chemists, from July, 1900, to April, 1903.

BY LYMAN F. KEBLER,

Chief of Drug Laboratory, Bureau of Chemistry, United States Department of Agriculture, Washington, D. C.

TO give a succinct, careful and thorough review of the analytical achievements by American pharmaceutical chemists covering a period of two years and nine months, is no small task, and the writer knows full well that this report is, at best, incomplete.

The effort has been made to bring together all work bearing on the same topic under one head, and to pass from one subject to another with as little interruption of the continuity of thought as possible.

Opium Assaying.—A number of interesting and useful contributions have been made to this important subject. A. B. Stevens¹ brought forward a modification of the "Lime Method," using an aliquot part and applying a correction figure. The points considered are, time, accuracy and ease of manipulation. The original paper directed the amount of pure morphine, actually removed by the process, to be determined by Gordin's² method, but in a second paper³ the direct acid titration and A. B. Lyons's⁴ methods are advocated. Comparative results are given. In a more recent paper⁵ outlines are given for assaying the gum itself, the first method being applicable to the powdered product only. C. C. Rittenhouse and L. E. Sayre⁶ report excellent results with Stevens' method, and other workers seem to obtain satisfactory results, but A. R. L. Dohme⁷ does not appear to get flattering results. He looks unfavorably on the aliquot part idea and the application of a constant correction. The method of arriving at the constant is also criticised. In a later paper Stevens⁸ replies to Dohme's criticisms.

In the reviewer's experience it is desirable to eliminate the aliquot part whenever possible, and a constant correction in analysis should be adopted only as a last resort.

Coca Leaf Assaying.—Many of our assay methods are based on aliquot parts, yet most of us fully realize that the whole is much better. While making an examination of the methods for arriving at the alkaloidal value of coca leaves, the reviewer⁹ obtained the most satisfactory results with Squibb's¹⁰ process, but the operation was very time consuming and inelegant. W. R. Lamar¹¹ has modified this method in a very satisfactory manner.

Mydriatic Drugs.—W. A. Puckner¹² has modified Keller's¹³ method, so that a known amount of the substance is worked on throughout the entire operation

and not an aliquot part. The method was worked out for mydriatics, and promises very satisfactory results.

Assay of Conium Fluid Extract.—W. A. Puckner,¹⁴ after commenting on the usual methods of assaying this preparation, suggests a process which has given satisfactory results in various hands. No new principles are involved, but a different order of procedure.

Standard Methods for Drug Analysis.—The assay of crude drugs and galenical preparations is discussed in a general way by H. M. Gordin.¹⁵ He suggests working out standard and simpler methods for all drugs; the former giving exact results, regardless of time and expense, and the latter giving approximate results. The accuracy of the simpler method is determined by comparison with the standard process. Standard and simpler methods are given for coca leaf and golden seal. Continuing the above communication,¹⁶ standard methods are given for nux vomica, cinchona bark and ipecac root.

Assay of Sanguinaria.—Paul Murrill and J. O. Schlotterbeck,¹⁷ in applying the Gordin-Preseott¹⁸ method of assay to sanguinaria and its preparations, report very satisfactory results. It is worthy of note that the above process does not appear to be able to hold its own at present.

Berberine Estimation.—H. M. Gordin¹⁹ brought forward two methods for estimating this alkaloid, one by precipitating it as a sulphate from an alcohol-ether solution, dissolving precipitate in water, treating with an excess of potassium iodide solution, and determining the amount of acid set free. Each Cc. of $\frac{N}{40}$ -acid corresponds to Gm. 0.00837 of berberine. The other method consists in converting the berberine into a beautiful crystalline acetone compound and weighing.

Diacid Alkaloids.—It is well known that some alkaloids appear to be diacid, and this property has come forward more prominently since the acid titration of alkaloids has developed. Gordin²⁰ has made some experiments, and finds that when tested by his method, quinine and quinidine deport themselves like diacid alkaloids, but cinchonine and cinchonidine fall somewhat short of theory for diacid alkaloids. He seems to think that possibly the two latter alkaloids were not pure.

Ether Soluble Cinchona Alkaloids.—The establishment of an ether soluble alkaloidal standard for cinchona bark and its preparations had been a desideratum for some time, but for the present results do not look very flattering. W. L. Scoville²¹ reports on a detailed study of the analytical value of ether for this purpose. The least variation in the amount of solvent appears to contribute to unreliable results. The separation of quinine only is considered fallacious.

Assay of Aconite Root.—A. R. L. Dohme and H. Engelhardt attempt to show,²² by a series of experiments, that this root is perfectly amenable to chemical assay, and that the physiological test is superfluous. The alkaloidal residue was perfectly white and the crystals obtained by one process melted at 177 to 179 degrees C., while those obtained by another method had a melting point from 194 to 195 degrees C. The

¹ *Pharm. Archives*, 4, 81 (1901).

² *Ber. d. deutsch. Chem. Ges.*, 32, 2872 (1899).

³ *Pharm. Archives*, 5, 41 (1902).

⁴ *Pharm. Bra.*, 25, 407 (1901).

⁵ *Pharm. Review*, 20, 463 (1902).

⁶ *Drug. Circular*, 44, 161 (1902).

⁷ *Pharm. Archives*, 5, 81 (1902).

⁸ *Pharm. Archives*, 5, 87 (1902).

⁹ *Am. Jour. Pharm.*, 67, 572 (1895).

¹⁰ *Ephemeris*, 2, 784 (1885).

¹¹ *Am. Jour. Pharm.*, 73, 125 (1901).

¹² *Pharm. Review*, 20, 457 (1902).

¹³ *Schweiz. Wochenschr. f. Chem. u. Pharm.*, 30, 301 (1892).

¹⁴ *Pharm. Review*, 20, 259 (1902).

¹⁵ *Am. Jour. Pharm.*, 73, 159 (1901).

¹⁶ *Am. Jour. Pharm.*, 73, 211 (1901).

¹⁷ *Merck's Report*, 9, 451 (1900).

¹⁸ *Proc. Am. Pharm. Assoc.*, 48, 112 (1900).

¹⁹ *Proc. Am. Pharm. Assoc.*, 49, 238 (1901).

²⁰ *Proc. Am. Pharm. Assoc.*, 49, 289 (1901).

²¹ *Proc. Am. Pharm. Assoc.*, 49, 265 (1901).

²² *Drug. Circular*, 44, 132 (1900).

* Read, in part, at the Fifth International Congress of Applied Chemistry, June 2, 1903, Berlin, Germany, and contributed for publication in the AMERICAN DRUGGIST.

writer is of the opinion that the above workers will be compelled to do a vast amount of experimental work along this line before a majority of the alkaloidal chemists will come to think their way.

Strophanthus.—While in search of a method for determining the value of strophanthus seed, Dohme²³ compared the methods of Barclay, Elborn and Frazer, and found Barclay's the best. By this method the strophanthin is converted into strophanthidin by means of dilute sulphuric acid, extracted with chloroform and dried to constant weight at 65 degrees C. The experimenter thinks 5 per cent. covers associated impurities.

Brucine and Strychnine Separation.—The separation of these alkaloids has received considerable attention during the past few years. A. B. Lyons²⁴ suggests a method, which, like Dunstan and Short's,²⁵ is based on the comparative insolubility of strychnine sulphate. Gordin²⁶ has worked out a process, which like Keller's and Gerock's, consists in destroying the brucine by means of nitric acid, and weighing the extracted alkaloidal residue as strychnine.

A and B. Eucaïne.—The reactions of these two products were studied by C. L. Parsons,²⁷ with a view of finding tests by which it would be possible to distinguish them from cocaine and from each other. The results arrived at work nicely, but require experience.

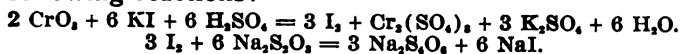
Color Reactions for Alkaloids.—When a mixture of morphine and hydrastine is treated with oxidizing agents, like potassium bichromate and sulphuric acid, a color reaction is produced, simulating the strychnine color reaction very closely. It was given to the world by J. U. Lloyd through his novel, "Stringtown on the Pike," and has caused considerable stir in some circles. Many have tried the reaction with varying results. Williams,²⁸ after first examining the reaction, declared that there was little resemblance between the morphine-hydrastine color reaction and the classic strychnine color reaction, but after going over the work a little more carefully he was less positive.

After studying the above reaction carefully, J. L. Mayer²⁹ expressed the opinion that Lloyd's reaction was worthy of a place among alkaloidal color reactions.

R. A. Hatchler³⁰ carefully studied the action of a formaldehyde-sulphuric acid mixture on morphine, and concludes that this reagent is reliable for morphine.

The abstractor is of the opinion that color reactions are of little service by themselves, unless they are based on known chemical reactions.

Methods for Detecting Adulterations of Drugs and Chemicals.—Lyman F. Kebler³¹ reports a method for determining the purity of chromic acid, based on the following reactions:



Some samples of chromic acid contained as much as 60 per cent. of sodium acid sulphate. In another paper the same worker³² gives methods for detecting adulterants in ammonium acetate, calcium phosphate, soluble blue, coumarin, vanillin, tannic acid, podophyllin, aconite root, capsicum, cochineal, beeswax, rock

candy syrup, Japan wax, lactucarium, oils of cassia, bergamot, walnut, copaiba, peppermint, thyme and heavy oil of wine.

Detection of Methyl in Ethyl Alcohol.—F. A. Sieker³³ detects wood alcohol by converting it into formic aldehyde by plunging a copper wire coil, previously heated to a dull redness, into the vaporized material. The methyl alcohol is identified by the pungent, penetrating odor of its aldehyde, while the ethyl aldehyde is free from any such odor.

Another method proposed by A. B. Prescott³⁴ consists in converting the alcohols into aldehydes, treating the aldehydes with an excess of hydrogen dioxide, which appears to oxidize the acetic aldehyde, but does not appear to act on the formic aldehyde, and finally the formaldehyde is detected by the phoroglucin alkali test, which possesses a high degree of delicacy.

L. F. Kebler³⁵ finds that it is virtually impossible to detect acetone-bearing wood alcohol in ethyl alcohol by the iodoform reaction, the ethyl alcohol itself responding to this reaction, especially at summer temperature.

The Determination of Carvone.—In 1896 E. Kremers and O. Schreiner³⁶ announced a method for determining carvone in essential oils by converting it into carvoxime, in an alcoholic solution, rendered alkaline with sodium bicarbonate by means of hydroxylamine hydrochloride and water bath heat. Schimmel & Co.³⁷ did not get satisfactory results with the method, but Kremers³⁸ pointed out that details were not adhered to by the above firm. Kremers³⁹ has carefully studied conditions which would produce uniform results; noting influence of reagents and associated bodies frequently present in the oil.

Essential Oils.—Dr. George R. Pancoast and L. F. Kebler⁴⁰ comment on the adulterations of essential oils, and give some of the methods usually employed for detecting them.

E. Kremers and his assistants have made a very thorough and careful study of the methods of analyses of a number of essential oils, being part of the work of the Pharmacopœial Revision Committee. They are excellent examples of the value the above committee's investigations will be, when made public. Every one interested in the volatile oils is urged to read the original communications, as a review could not do justice to the work. Only references and the oils worked with are given here, as follows: Oil of Bergamot,⁴¹ E. Kremers and I. W. Brandel; Oil of Birch,⁴² E. Kremers. By the same worker: Oil of Bitter Almonds,⁴³ Oil of Cade,⁴⁴ Oil of Cajuput,⁴⁵ Oil of Caraway,⁴⁶ Oil of Cinnamon,⁴⁷ Oil of Chenopodium,⁴⁸ Oil of Cloves,⁴⁹ Oil of Copaiba,⁵⁰ Oil of Coriander,⁵¹ Oil of Cubebs,⁵² Oil of Erigeron,⁵³ Oil of Orange Flowers,⁵⁴ Oil of Orange Peel,⁵⁵ by E. Kremers and E. A. Ross; Oil of Wintergreen,⁵⁶ by E. Kremers; Methyl Salicylate,⁵⁷ by E. Kremers.

²³ AMERICAN DRUGGIST, March 25, 1901, p. 162; *Pharm. Review*, 19, 117 (1901).

²⁴ *Pharm. Archives*, 4, 86 (1901).

²⁵ *Proc. Am. Pharm. Assoc.*, 49, 298 (1901).

²⁶ *Pharm. Review*, 14, 76 (1896).

²⁷ Bericht von Schimmel & Company, October, 49 (1896).

²⁸ *Pharm. Archives*, 2, 81 (1899).

²⁹ *Jour. Soc. Chem. Ind.*, 20, 16 (1901).

³⁰ *Am. Jour. Pharm.*, 73, 1 (1901).

³¹ (1902), *Pharm. Review*, 20, 805. ³² (1902), *Ibid.*, 20, 351 and 507. ³³ (1902), *Ibid.*, 20, 115. ³⁴ (1902), *Ibid.*, 20, 401. ³⁵ (1902), *Ibid.*, 20, 402. ³⁶ (1902), *Ibid.*, 20, 467. ³⁷ (1902), *Ibid.*, 20, 545. ³⁸ (1902), *Ibid.*, 20, 544. ³⁹ (1902), *Ibid.*, 20, 498. ⁴⁰ (1903), *Ibid.*, 21, 18. ⁴¹ (1903), *Ibid.*, 21, 20. ⁴² (1903), *Ibid.*, 21, 22. ⁴³ (1903), *Ibid.*, 21, 23. ⁴⁴ (1902), *Ibid.*, 20, 265. ⁴⁵ (1902), *Ibid.*, 20, 205. ⁴⁶ (1902), *Ibid.*, 20, 474 and 507. ⁴⁷ (1902), *Ibid.*, 20, 350.

(To be concluded.)

²³ *Drug. Circular*, 44, 132 (1900).

²⁴ *Pharm. Review*, 20, 253 (1902).

²⁵ *Year-Book of Pharmacy*, 469 (1883).

²⁶ *Proc. Am. Pharm. Assoc.*, 50, 336.

²⁷ *Jour. Am. Chem. Soc.*, 23, 885 (1901).

²⁸ *Drug. Circular*, 45, 48 (1901).

²⁹ AMERICAN DRUGGIST, July 22, 1901, p. 39; *Am. Jour. Pharm.*, 73, 358 (1901).

³⁰ *Am. Jour. Pharm.*, 74, 35 (1902).

³¹ *Am. Jour. Pharm.*, 73, 228 (1901).

³² *Proc. Am. Pharm. Assoc.*, 49, 398 (1901).

[Written for the American Druggist.]

THE SUCCESSFUL OPERATION OF THE SODA FOUNTAIN.

BY M. K. BARBER, PH.G.

THERE are many points to consider in a discussion of this much discussed subject. Some druggists who have tried it say there is no successful way of operating their fountain; owing to their location, class of trade, or some other reason, the soda fountain does not pay. We know of one case which particularly illustrates this. The owner of the drug store in question had never been able to make the fountain pay, and it had been closed for two or three years. Becoming involved in outside business it became necessary for him to secure a manager for the drug store. He engaged a young druggist on commission, who at once saw that a golden opportunity was being neglected by allowing the fountain to remain idle. He put the clerk to polishing and cleaning; he relegated the "triple extracts" to the work house and certain fancy basic syrups to the sewer. Then he purchased a gasoline stove, a stew pan, a filter and a barrel of sugar, and ordered a full line of pure fruit juices and crushed fruits. He got everything all ready, and then one evening he paralyzed the little city by an announcement in the daily paper that for the next three days he would give soda water away absolutely free to all. It was a costly advertisement, but it paid him by large returns. He did a good business from the start. He made egg drinks, ice cream soda and everything that people wanted, running the fountain in an up to date manner; his drug business also increased surprisingly. At the commencement of the third season he was enabled to buy the drug store. The fourth year he bought an elegant new soda fountain and fixtures, and increased his stock. He is to-day rated as one of the leading young druggists in the State of Missouri.

Cleanliness is next to godliness. This is, perhaps, the best thing in the Koran, and it applies particularly to the soda business. Keep everything clean, bright and neat. Be very careful to have no unsightly objects in view. Too much care cannot be taken to keep the glasses bright and the holders clean. Watch the bar, don't allow it to become soiled or sticky. Have running water to wash your glasses in if possible.

Don't advertise yourself as running a "cheap place." Sell ice cream soda for 10 cents, even tho all your competitors sell it for 5 cents. Sell egg drinks for 10 cents. Make a schedule of prices and maintain them. Do not stint on quality or quantity. The public will find out you sell a superior article and they will patronize you. Have the best of everything.

Advertise as much as possible. Newspaper advertising judiciously placed is a good thing. Have nice signs around the fountain. Neat, artistic water color signs on your windows bring trade. Always be pleasant. Make it a point to serve a smile and a pleasant word with each drink. Be sociable, but not familiar. Maintain an air of dignity and decorum about your fountain.

Use ice lavishly. It does not cost much to use plenty of ice, and it more than pays. You can't make your drinks too cold.

Have the best fountain in your town if possible. If you can't afford that, fix up your old fountain. Have plenty of mirrors, neat stools, tables and chairs. One of the prettiest effects we ever saw was a large canopy made of beautifully arranged bunting and drapery, large mirrors and neat signs. The fountain was a "goose neck." The owner did a larger business than

his competitor across the street with a \$2,000 apparatus, because he served better drinks.

Have a good dispenser. A boy, if he is neat, quick and cleanly, will do perhaps; but have a man if your business will justify it. The people are careful what they eat and drink, and are discriminating as to who serves them. The large hotel keepers realize this, and have men of dignified appearance as waiters, dressed often in full dress suits. Never allow your soda man, the porter, or any of the help behind the soda fountain counter without a clean, neatly fitting white coat on. See to it also that they always have their hair combed and their hands and faces clean.

Allow no loud talking or "visiting" at the soda counter. Have napkins and straws convenient. Serve ice water. Have electric fans if possible; if not, have "palm leaves" handy. In short, make your customers as comfortable, and serve them with drinks as nearly perfect as you know how to make them. Observe these points carefully and the successful operation of the soda fountain will be assured.

[Written for the American Druggist.]

TOILET AMMONIA.

BY H. B. PALMER.

A PREPARATION that has proved a good seller all year round with me is Toilet Ammonia, an article which appeals to the lady of leisure as well as to the toiler. I make it as follows:

Ammonia water, 10 per cent.....	Cc. 250
Green soap.....	Gm. 120
Oleic acid.....	Cc. 10
Oil bay.....	Cc. 1
Oil rosemary.....	Cc. 1
Oil verbenia.....	Cc. 5
Aqua, q.s. ad.....	Cc. 1000

Dissolve the soap in warm water 500 Cc., and when cool add the water of ammonia and the oils; mix by agitation and add lastly the oleic acid and water to make 1,000 Cc.

Anthrasol is described by the introducers, Sack & Vieth (*Munchener medizinischer Wochenschrift*, Nov. 18, 1893), as a mixture of equal parts purified, decolorized coal tar and juniper tar. It forms a mobile, pale yellow oleaginous liquid with a pronounced tar-like odor. It is miscible in all proportions with acetone, benzol, the fixed oils, petrolatum and absolute alcohol. It is recommended in all those skin affections in which tar has been used. It is used either pure or in the form of a 10 to 20 per cent. parts. It is also used in a 1/2 to 10 per cent. solution in alcohol, being soluble in ten parts of 90 per cent. alcohol. It is claimed to be more effective and less irritating than ordinary tar.

Acetanilid in Skin Diseases.—Squibb, in the last issue of *Ephemeris*, remarks that acetanilid has lost none of its prominence during the past year, and has evidently settled down as one of the reliable synthetic products which have come to stay. Dr. Thurston G. Lusk, of New York (*Jour. Cut. and Gen. Ur. Dis.*), has used the following combination of acetanilid, zinc oxide and iodized starch in the form of a paint, in a variety of skin diseases with most gratifying results. The formula he uses is:

Acetanilid	Gm. 4
Zinc oxide.....	Gm. 12
Iodized starch, 5 per cent.....	Gm. 16

He recommends the combination as a valuable antiseptic, astringent and protective agent.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

SPECIALTIES.

SPECIALTIES, whether for counter sale or for prescribing by physicians, can be made a large factor in building up the trade of a pharmacy; the prescription specialty being especially valuable for quickly developing a large prescription and physician's supply trade.

Preparations for prescribing purposes *should* possess merit and *must* possess originality in their make up, to be effective as trade builders. Of course, it is not possible to invent off hand a remedial preparation entirely novel in character or form, embodying some new principle in therapeutics and unlike anything now known in medicine. It is always possible, however, to originate what is practically a new preparation by taking some standard drug or galenical and improving it, either by presenting it in a new vehicle, in more sightly or convenient form of greater palatability, or in an improved or modified combination.

If situated in a locality where much quinine is used, a new quinine mixture or an improved vehicle for quinine would make a good specialty to introduce to the physicians of the locality. Doctors are always glad to learn of anything that will permit of the more extended use of quinine in liquid mixture, and are always eager to try anything that is claimed to mask the bitterness of the drug more effectually than do the ordinary vehicles.

There are fads and fashions in medicine; new ideas in remedial agents and combinations of the same are constantly being put forth in the medical journals. Some of these "take," or prove their usefulness, and are added to the armamentarium of nearly every prescriber. The greater number "linger a little hour or two, and then are gone."

The pharmacist who is enterprising enough to keep himself posted upon fashions in therapeutics by reading the medical journals, and will get up preparations of new remedies and introduce them to the notice of physicians in his vicinity, will not only build up a large prescription business and acquire a high reputation for professional skill, but is likely, as well, to hit upon something that will bring him in a larger income than does his pharmacy.

Many well-known preparations that have proved perfect gold mines for their owners were originated in just this way.

At the present moment there seems to be a good opening for glycono-phosphate preparations. Glycono-phosphates seem to have come to stay. For two or three years past therapeutists have given them considerable attention and they will undoubtedly take a permanent and prominent place in the materia medica of the future.

To those who remember the introduction of the hypophosphites into medicine, history seems to be repeating itself, and the glycono-phosphates seem destined to sup-

plant or at least divide the favor that has so long been bestowed upon the hypophosphites by prescribers.

The hypophosphites were first brought to notice by Dr. Churchill, of Paris; the glycono-phosphates, by Dr. Robin, also of Paris. The therapeutic claims and arguments used in recommending them are almost identical in language, notwithstanding the many years that have elapsed since Dr. Churchill made public his researches on the hypophosphites. Both are phosphorus carriers, with phosphorus in its physiological form—that is, "in the same combination, chemically, as it exists in the nerve tissue cells of the body"—ergo, when administered per os, the phosphorus is at once taken up by the nerve cells, nourishing and revivifying them.

This may be all true, or not; there was always much argument over the therapeutic value of the hypophosphites, and, notwithstanding their extensive use, there are some who deny their worth and others who consider their claims "not proven."

It is the pharmacist's part, however, to supply the demands of the physician, not to speculate upon the therapeutic value of the thing prescribed, and just now there is a demand for glycono-phosphates.

There are already a few such preparations that are finding ready and increasing sale, but there is room for more, and those pharmacists who put a good preparation of them on the market at an early date will get in "on the ground floor," so to speak, with a good chance for some to repeat the successes of Fellows, McArthur, Winchester, Gardner, *et al.*, with their preparations of the hypophosphites.

As for formulas for specialties, we offer the advice: "Be original; construct your own formula." Or, failing in that, take some published formula as a basis and incorporate as many of your own ideas into it as you can.

Never take a published formula bodily as the formula for your own proprietary specialty. If you must use such a formula, at least revamp it; change the proportions, the vehicle, flavor, color; add to the number of the ingredients or leave out some of those that the original formula calls for, all the while endeavoring to improve upon the original and to give your own a distinctive individuality.

Judging from the incessant appeal to the pharmaceutical press for formulas for this, that and the other preparation of the "specialty" class, the younger generation of pharmacists pay little attention to the construction of formulas, in many cases seeming to be content to use some published formula that gives a product similar in character and appearance to a specialty already on the market.

One is liable to do his professional reputation more harm than good by introducing to physicians a preparation that is merely a bald imitation of, or which is designed to replace, some largely prescribed proprietary prescription.

Published formulas of the "our own special preparation" class, like published advertisements, should be studied for ideas, not used as they are.

Having an idea of the kind of preparation one wishes to get up, it is an easy matter with a little study and experiment to construct a formula for it that is one's "very own"—original and distinctive.

To illustrate the manner of going about it, we will say that a formula for a glycono-phosphate preparation is wanted.

The first thing to do is to "read up" on the glycono-phosphates, consulting the indexes of the pharmaceutical journals for the past two or three years and looking up all references to glycono-phosphates found therein; such

formularies as have been published during the preceding five years; the latest editions of the dispensatories and works on pharmacy, and the descriptive price-lists, catalogues and other publications of manufacturing pharmacists are all looked into for any information upon the subject.

Such glycono-phosphate preparations already upon the market that are accessible are examined, the outer wrapper carefully removed and the contents of the bottle examined as to its color, odor, flavor and taste. The accompanying advertising is carefully read and the stated strength and dose noted.

Having discovered the fact that the glycono-phosphates are similar in composition, action, uses and doses to the hypophosphites, the latter are also studied up.

After acquiring all the available information, the next step is to write out a tentative formula, or several formulas, first writing down the ingredients without quantities. Having noted that the preparations upon the market are to be given in doses of 1 or 2 tablespoonfuls, it will be a good idea to make ours a more concentrated preparation, if it be possible. Owing to the insolubility of all except the sodium salt, this will be an interesting problem to solve, and one that will require considerable experimentation. Instead of using syrup, elixir or wine for the vehicle, glycerin, or a mixture of glycerin and water can be tried; whether the neutral salts are more soluble in glycerin than the acid glycono-phosphates are in water, or whether any chemical change would occur were glycerin used as a solvent must be determined by experiment. If practicable, a "glycerite of glycono-phosphates" might prove a "taking" preparation, as physicians are favorably disposed toward a preparation containing glycerin as a vehicle, and such an article would have the further advantages, or "talking points," of "no sugar" and "small dose."

Failing in this, a simple syrup of the lime and soda salts modeled upon the lines of the U. S. P. syrup hypophosphites could be made; or, a compound syrup containing quinine and strychnine, after the manner of the N. F. Syrup. Hypophosphitum Comp. In the latter case the various salts are formed by the action of calcium glycono-phosphate upon the sulphates of the other bases, as noted by Dr. Giuseppe Siboni in the AMERICAN DRUGGIST for July 8, 1901, page 14. As the price of glycono-phosphate salts is somewhat high, as is the case with all chemicals that are comparatively new, it may be found cheaper to make the salts. If so the working process given by Dr. Siboni in the article mentioned will be found a good one.

A physician who prescribes glycono-phosphates extensively, tells us that he uses the sodium salt alone in solution, in the great majority of cases, claiming to get better results than from compounds of the various glycono-phosphates. His favorite prescription is a 25 per cent. solution of sodium glycono-phosphate, a teaspoonful to be taken four times a day. It is quite probable that the good results are due to the large dose, 60 grains daily, and doubtless the ready solubility of the sodium salt is an index of its assimilability. The great fault of many of the glycono-phosphate preparations now on the market is their weakness. A preparation containing not less than 5 grains of sodium glycono-phosphate to the teaspoonful, irrespective of the other glycono-phosphates present, would be an improvement over any preparation now on the market. Owing to their slight solubility the others must needs be in small amount.

It is in the flavoring of his preparation that the pharmacist has an opportunity to show his good taste, having the whole gamut of aromatic flavors to choose from. As any considerable amount of alcohol will precipitate these

salts, the quantity used must be delicately adjusted. Where a wine flavor is desired Malaga wine is one of the best for the purpose, as it has a rich, full flavor and heavy body that stands considerable dilution without becoming mawkish or insipid, as the thinner wines do.

Concentrated solutions of sodium glycono-phosphate keep fairly well if kept in amber (nonactinic) bottles in a dark closet. For convenience in dispensing, the writer keeps a 1 in 2 stock solution on hand, made after the following method:

About 1½ pints of distilled water is boiled for five minutes and allowed to cool to 150 degrees F.; about a pint of it is placed in a 2-pint graduate, and a pound bottle of the syrupy glycono-phosphate, the exterior of which has been carefully cleansed and rinsed with a little of the distilled water, is inverted in the graduate in such a way as to leave the lip of the bottle just immersed in the water, it being held in place by a retort clamp; the whole is then wrapped in a sheet of wetted parchment paper to exclude dust. Unless required for immediate use it is left in place until next day, when the bottle is rinsed with warm distilled water and the washings added to that in the graduate until the quantity is brought up to 2 pints; it is then mixed by stirring with a wooden spatula and the solution filtered through cotton into the stock bottle. This solution keeps for months without change. Weaker solutions soon develop a fungoid growth and become moldy.

Oil of Cade.

M. Pierre Kauffeisen furnishes in the *Repertoire de Pharmacie* many interesting details concerning oil of cade with special reference to the distinction between the true oil and its several falsifications. The study of this subject was suggested to him by a case in which frictions with oil of cade produced a marked cutaneous irritation in a horse. Thinking that the oil was too acid, the author washed it in water several times, and found that it could then be used with impunity on the same horse. The washing of oil of cade may therefore be important, just as it is said to be in the Codex for Norwegian tar.

When the author came to study the literature of oil of cade he found that very little indeed has been written of late on this subject, and that the French Codex, as well as the principal text-books did not give any details concerning the identification of this oil. On the other hand, in 1695, Pomet, in his *Histoire Générale des Drogues*, differentiates real oil of cade as made from *Juniperus oxycedrus* L. and the false oil of cade, which is the top layer of the oil of tar obtained from pines. Although oil of cade has been known from very ancient times, none of the extant writings of the Egyptians contain any mention of it. According to Dioscorides, Galen and Pliny, oil of cade was known to the ancient Romans and used by them for the same affections of the skin in which it is now employed. With the revival of medicine under the Arabs, in the ninth century, when the art of distillation had reached its apogee, oil of cade was known and its mode of preparation was mentioned by Mesué the Younger, according to the savant, Dshabir. In the twelfth century its preparation was described by Platearius (*Circa Instans*, Venice, 1497, page 200). Gilde-meister and Hoffmann, in their beautiful work on "The Essential Oils" (Leipzig: Schimmel, 1900), say that oil of cade was known and employed from 1500 to 1540, A.D., but, as we have seen, it is of much more ancient origin. In France the first author to mention oil of cade was Manceau Pierre Belon (*De arboribus coniferis, resiniferis*, etc., Paris, 1553, page 15), who gives the name oil of cade as the popular appellation of "cedria

oil." Belon, and after him Pomet, commit the error of supposing that oil of cade is the clear layer of resinous exudation, which flows from the cedar tree spontaneously during the hot season, instead of a black oil obtained by distillation from the wood of the juniper tree.

Even to-day there exists a good deal of confusion concerning the so-called true oil of cade and its substitutes, the false or veterinary oil of cade derived from pine tar and the empyreumatic oil of cade derived from coal tar. The author suggests that the name false or veterinary oil of cade be reserved for the pine tar product, and not be applied to the coal tar oil. The oil of cade of commerce, even the so-called true oil, is by no means pure and is not always uniform in composition. No control is exercised over its manufacture, and the workmen seldom scruple to add something else when the supply of juniper wood gives out.

True oil of cade flows thickly, has a strong characteristic odor and a density of 0.976 at 15 degrees C. Its acidity in terms of acetic acid is 0.90 per cent.; it is incompletely soluble in alcohol, and contains no furfural or pyrocatechin. On the other hand, oil of tar is much more fluid than oil of cade. Flowing easily like water, its density is higher—i.e., 1.048 at 15 degrees C. Its acidity corresponds to 6.61 per cent. of acetic acid, and is therefore much greater than that of oil of cade. It is completely soluble in alcohol and contains considerable quantities of furfural and pyrocatechin. These differential points should be sufficient to determine the identity of true oil of cade.

Notes on Ointment Making.

MM. A. Astruc and J. Robert describe in the April number of the *Répertoire de Pharmacie* a method of incorporating powders in ointment bases which aims at the most perfect division of the active ingredient. It happens not infrequently that certain ointments which contain powdered drugs or chemicals are far from being perfectly homogeneous. Examples of this kind are borated petrolatum, petrolatum with zinc oxide or mercuric oxide, lead iodide, etc. These ointments often show the presence of gritty particles because the mixture of the unctuous base with the chemical substance presents considerable difficulties. If a boric ointment is to be made with petrolatum it will usually be found that the boric acid forms lumps in the petrolatum; it escapes the pestle and glides along the sides of the mortar very persistently. The yellow mercuric oxide, zinc oxide and lead iodide frequently form lumps in the bottles in which they are kept, and when they are triturated some masses adhere very tenaciously to the side and bottom of the mortar and to the pestle. In the case of ointments with petrolatum and zinc oxide the difficulty is so pronounced and so well known that some wholesale houses offer for sale a sort of mother ointment, containing zinc oxide in equal parts of petrolatum (or lard), which is intended to be used by adding the necessary amount of petrolatum (or lard) to make an ointment of the requisite percentage.

The authors suggest the employment of the following process to obviate the difficulties in question. They claim that in this way a homogeneous ointment can be obtained rapidly under conditions of perfect asepsis: The active substance is first triturated in a mortar in order to destroy the coherent masses of chemical substance. The powder is then passed through a sieve of No. 20 fineness. The mortar and pestle are next heated by burning a few Cc's of alcohol in the former, and, after wiping with cotton and while the appliances are still hot, about 10 grammes of petrolatum are introduced and lightly rubbed so as to spread it over the entire surface of the bottom of the mortar. The finely divided powder is now added gradually and is intimately incorporated with the excipient. Finally the remainder of the petrolatum is carefully added and mixed with the first portion. In this manner a perfectly homogeneous ointment is obtained quickly. The heated mortar is rendered aseptic, and this is a marked advantage; besides the heat considerably softens the excipient, thus rendering the incorporation less difficult. By rubbing the bottom of the mortar over with a preliminary layer of petrolatum one avoids the difficulties referred to above in connection with the adhesion of particles of the powder to the pestle or mortar. The authors think that passing the powder through a sieve is a most essen-

tial preliminary detail, and hope that the Codex will in its next edition provide for the fineness of powders to be employed in the official ointments.

AMERICAN VETERINARY FORMULAS.

The following formulas have been used with success by a druggist doing a large trade among a farming community and with stock raisers:

FOR HEAVES.

I.

Sumac berries in two teaspoonful doses night and morning in moist feed is a good remedy.

II.

Mix equal parts of elecampane, skunk cabbage and wild turnip.

Sig. Give a teaspoonful in moist feed night and morning, and moisten hay as well.

FOR COUGH.

Pine tar placed well back on the tongue by means of a wooden spatula will often cure a cough when other remedies fail. Give about $\frac{1}{2}$ ounce at a dose once a day.

FOR SPAVIN, SPLINTS OR CURB.

Mix with lard red mercuric iodide enough to make color nearly the same as the mercury color. Cut the hair close and apply for five days, keeping the parts below well smeared with plain lard to prevent blistering.

LINIMENT FOR SPRAINS, OLD SWELLINGS, RHEUMATISM, ETC.

	Ounces.
Ammonia water.....	2
Spirits of camphor.....	2
Oil of turpentine.....	1
Tincture of opium.....	$\frac{1}{2}$
Oil origanum.....	$\frac{1}{4}$
Mix and apply.	

BRONCHOCELE OR GOITER.

Give night and morning the following dose:

Potassium iodide.....	1 drachm.
Liquor potassa.....	1 drachm.
Water.....	$\frac{1}{2}$ pint.

At the same time apply a portion of the following ointment, the size of a hazel nut, well rubbed in twice a day:

India lead.....	1 dram.
Lard.....	1 $\frac{1}{2}$ oz.

If it creates a sore omit for a few days. This will cure.

HORSEMEN'S CURE FOR BOTTS.

When botts are at work give the horse equal parts of milk and molasses. Now comb out of the tail hair enough to form a strand the size of a knitting needle. Of this cut into $\frac{1}{4}$ -inch pieces about a teaspoonful and mix it with 1 pint of raw linseed oil and administer as a draught. Watch the stool and you won't need a microscope to see the results.

ABOUT SHOE BOILS.

Take a piece of leather and cut the size of the foot, leaving a margin on either side to come up half way on the foot. Punch holes in these ends and through them buckle a small strap around the ankle to keep the pad from coming off. Now heat red hot some 8-ounce tacks, allow to cool and drive through the leather, points down. Strap on the foot at night. Put plenty of bedding under the horse, and when he brings the foot under him which causes the boil I think he will take it away very quickly and thereby remove the cause.

GREASING THE FEET.

If horse owners want good feet under their horses they must never put any greasy substance on them. Use soap, and for color mix soap and animal charcoal together.

THRUSH PASTE.

Alum, blue vitriol, white vitriol, in fine powder, of each 1 ounce. Melt 2 pounds of tar with 1 pound of lard, and when nearly cool stir in the powder.

This is excellent for foot rot in sheep and thrush in horses, and every druggist should keep it in stock.

FOR SPASMODIC COLIC.

Powdered opium.....	20 grains.
Sweet spirit of nitre.....	$\frac{1}{4}$ oz.
Sulphuric ether.....	$\frac{1}{2}$ oz.

Mix with $\frac{1}{2}$ pint warm water and give at once.

The New United States Pharmacopœia.*

By JOSEPH P. REMINGTON, PH.M., F.C.S.

Chairman Committee of Revision of the U. S. Pharmacopœia,
Philadelphia.

The numerous inquiries from all parts of the United States with regard to the appearance of the new Pharmacopœia would seem to require at this time a communication as to the progress of the revision, and the writer takes this opportunity of stating that the work is progressing favorably. On account of the death of the distinguished chairman of the Committee of Revision, Dr. Charles Rice, May 13, 1901, revision was necessarily retarded; nevertheless, the subcommittees to whom the details had been assigned have performed a large amount of work. The 26 members from all sections of our country, composing the Committee of Revision, were selected by the United States Pharmacopœial Convention in May, 1900, to complete the work of revision, because of their fitness for their work, and necessarily the majority are specialists in the various departments of therapeutics, pharmacognosy, chemistry, botany, analytical chemistry and various other departments which are represented.

ORGANIZATION.

The work of the subcommittees is placed, from time to time, before the general committee by the chairman, in the form of a report, and this report is then voted on, the opportunity being given for each individual member to record his approval or disapproval of any of the details, although naturally much greater weight is given by members to the views and opinions of those who have devoted the greater part of their lives to the special work for which they were selected. Communication between members is mainly by correspondence, and the circular letters and private letters which have been sent out during the last two years number over 4,000.

METHOD BY CORRESPONDENCE.

Prior to the year 1880 pharmacopœia revision was conducted through personal meetings of the members, but in 1880 a different method was inaugurated; the committee was enlarged nearly fourfold and the method by correspondence established. The reasons for making the change were mainly to secure a larger geographical representation and a wider scope, because, as our republic progressed rapidly and the center of population moved westward, it became necessary to recognize the changed conditions and make the book as thoroughly representative of all sectional demands as possible. It cannot be said, however, that either of the plans of revision—by correspondence or personal meetings of the committee—are without faults. There are members living to-day who have served the committee under both plans. The method by correspondence loses the value of that individual contact which every one recognizes as so important in revision work. Members are oftentimes loth to vote on certain subjects which are out of their special line, as they would greatly prefer to take the judgment of their colleagues, and a personal conference of the committee of 26 would result in the settlement of many questions, after hearing argument, in a much shorter time than would elapse after correspondence among the 26 members. But it was foreseen, when the change was made to the method by correspondence, that it would be impracticable to have frequent personal meetings of the committee, not only on account of the great expense involved (for some of the members would have to travel from 1,000 to 2,000 miles), but as each member of the committee is a busy man it would entail great sacrifice and inconvenience to give up all home engagements and meet often at some distant point.

On the other hand, revision by correspondence has many advantages. It places on each member of the committee a greater sense of responsibility for each vote that he sends in to the chairman. His individual judgment is not swayed by oratory or the superior argumentative abilities of a speaker, and he may take more time to arrive at a correct judgment on the question than would be possible at a personal conference. The committee of 1900 has endeavored to secure the merits of both plans, for those questions which cannot be well settled by correspondence are deferred until a personal meeting can be held. An experience of 20 years in revising the Pharmacopœia by correspondence mainly has developed many improvements over the methods first adopted, one of the greatest, undoubtedly, being the stability of organization now assured through the incorporation of the convention and the separation of the purely business functions from the special work of the revision.

DIVISION OF LABOR.

All of the financial work and the publication of the book is now vested in a Board of Trustees, while the preparing of the manuscript and the revision proper rest alone with the Committee of revision. The Board of Trustees secures information and the co-operation of the interests of the convention and the Committee of Revision by making the chairmen of these two bodies members of the board. It will thus be seen that the machinery employed to make a new Pharmacopœia is not needlessly complex, and it is believed that all interests are properly guarded and the work of the judicious selection of medicines, the best processes for their preparation and the fixing of fair standards will be duly accomplished.

DIGESTS OF CRITICISMS.

One of the most valuable features connected with the work of revision of the Pharmacopœia of 1880 and 1890 has been the preparation of what are known as "Digests of Criticisms." These are bound books which contain a compilation of all of the criticisms and suggestions on the United States Pharmacopœia, gathered from pharmaceutical journals throughout the world. The criticisms are classified and arranged alphabetically, and are published for the benefit of any one interested in pharmacopœial work. They are furnished freely, without cost, except a trifling one to cover postage, and it is thus possible for any member of the committee to have constantly before him, when studying the preparations, all of the published criticisms that have appeared up to the time of the publication of the digest. It can easily be seen that this most excellent method, which was devised by our late chairman, will prove of the utmost value to the members.

INTERNATIONAL PHARMACOPŒIA.

The idea of establishing an international Pharmacopœia, which shall be an authority in all civilized countries of the world, has practically been abandoned, after having been under consideration by various international congresses for the last 40 years. An international Pharmacopœia once reached the stage of the manuscript form, and it was this actual practical demonstration which has had more to do with the abandonment of the idea than any other influence. When, after consultation among European physicians, pharmacists, chemists, botanists and experts, the international list of preparations appeared it was almost universally condemned. The French would not accept it because there were too many German and Austrian preparations found in the book and not enough French; the English would not give it serious consideration because medicines which had been used for generations by them were omitted, and Americans scarcely felt enough interest to inquire about it when they found that American preparations had been completely ignored. And so it must ever be, until the great day of universal peace, harmony and good will, and when this time is reached probably no Pharmacopœia will be needed at all.

An idea has, however, grown out of this long continued agitation which promises practical results, and this is for all civilized nations to agree on a uniform strength of what are known as "potent remedies," or, as the French term it, "médicaments héroïques," and the International Congress, held in September, 1902, at Brussels, recommended such uniformity. The principal reason for establishing this kind of an international Pharmacopœia is to secure uniformity in the dosage of such important medicines as solutions of arsenic and preparations of opium, digitalis, nux vomica, belladonna, etc., so that a patient traveling in any country and having a prescription containing a potent remedy runs little risk of danger on account of the substitution of Fowler's solution, made by either a Swiss, German or English pharmacist, for the one originally prescribed. For instance, if arsenical preparations were made throughout the world of 1 per cent. strength, all danger from this source would be removed.

It cannot be hoped that the new United States Pharmacopœia will please everybody. No Pharmacopœia in the world was ever published which was universally accepted by all of the affected interests. Any one can be convinced of this fact who chooses to consult medical and pharmaceutical literature bearing on the Pharmacopœias of the various countries. This is particularly the case with regard to admissions and expurgations. One physician or pharmacist sees in the book some drug or preparations which he has never used and possibly never heard of. Another looks through its pages and does not find his favorite remedy; but it must be remembered that the title of the book is "The Pharmacopœia of the United States of America," and a drug which may not be used in one section is largely used in some other. And again, some preparation which may have considerable local use finds no favor outside of a circumscribed locality, and it would be impossible to think of loading the Pharmacopœia with preparations which have merely a circumscribed use.

* Journal of the American Medical Association.

Neither can a Pharmacopœia be expected to contain all of the new remedies which are exploited by the various manufacturing firms throughout the world. This ever-changing, yet never-to-be-suppressed condition imposes on the Revision Committee a most difficult task of selection. It can only recognize the newer remedies which have stood the test of sufficient time to demonstrate their value, and of late years the "embarras de richesses" has been so pronounced, and one good new remedy has been so rapidly supplanted by something better (if the advertisements of the manufacturers are credited), that the task of the committee has been greatly increased. Nevertheless, it is believed that the new Pharmacopœia, when it appears, will be abreast of the times and be recognized as fully worthy to stand with any of its predecessors, and contain between its covers a list of medicinal substances with descriptions, tests and formulas for preparing the same, which will be recognized throughout the length and breadth of the land as authoritative.

Photographic Chemicals.

By C. F. TOWNSEND, F.C.S.

(Continued from page 288.)

Lead Nitrate is used as an intensifier for weak negatives, which are first bleached with a mixture of lead nitrate and potassium ferricyanide, which is equivalent to lead ferricyanide. The lead is then converted into sulphide with ammonium sulphhydrate. The increase in density obtained by this process is very great.

Lithium Chloride.—This, as well as the bromide and iodide, is sometimes employed in preparing collodion emulsions.

Mercury Perchloride is used for intensification, the plate being first bleached with the perchloride and then blackened with dilute ammonia or redeveloped with ferrous oxalate.

Methyl Orange.—A non-actinic organic dye, sometimes used in making fabrics or papers intended to cut off actinic rays.

Metol (Methyl-para-amido-meta-cresol— $C_6H_3(CH_3)(NHCH_3)O$) is one of the best of the developers which have partly taken the place of pyrogallol acid. It is very good for snapshot work, as it brings up detail in the shadows unusually well. Owing to the rapidity with which the detail comes up in developing there is a danger of not leaving the plate in long enough to secure sufficient density. For this reason a mixture of metol and hydroquinone is better than metol by itself.

Palladium.—This metal can be employed in place of platinum, the sodio-chloride of palladium being the actual salt used. The result on the printing paper is very similar to platinum, but as palladium is very much more expensive than the last named metal, and there is no particular advantage gained by the substitution, it is rarely used.

Palladium Salts are sometimes used for giving a sepia tone to platinum prints, the palladium salt being added to the "sensitizing" solution. Mercury salts have a similar effect.

Paramido-Phenol is used in the form of hydrochlorate as a developer $C_6H_4(NH_2)(Cl.OH)$. It is very soluble in water and slightly in alcohol and ether, and in the form of hydrochlorate is known as Rodinol. It is a very satisfactory developer and is used in conjunction with sodium sulphite and carbonate.

Petroleum Ether, otherwise known as benzolin, or benzlin, is used as a solvent for resins, grease, etc.

Platinum, in the form of the double chloride with potassium, is employed for toning prints and in the well-known platinum-type process. Platinous chloride is nearly insoluble in water, but the double salt, or potassium chloroplatinite, is very soluble, and this is the form generally used. The platinum salt itself is practically unaffected by light and an iron salt is the sensitive constituent of the coating of the paper. On being developed in a bath of potassium oxalate the iron reduces the platinum, so that a platinum image instead of an iron one is obtained.

Potassium Bichromate possesses great importance in conjunction with gelatin. Bichromatized gelatin becomes insoluble and undergoes certain other changes on exposure to light, which is made use of in several ways, as in the carbon process, photogravure and half-tone engraving, collotype, etc. Ammonium bichromate is sometimes employed instead of the potassium salt. (See Gelatin.) Bichromate of potash, with sulphuric acid, which is equivalent to chromic acid, forms an excellent reagent for thoroughly cleaning glass or porcelain plates, etc., which are required to be coated with an emulsion, or for other purposes where great cleanliness of the surface is required.

Potassium Bromide.—All haloid salts hinder the decomposition of silver bromide in presence of a reducing agent. Consequently, either potassium or ammonium bromide is added to the developer to restrain its reducing power, and allow the deposition of the silver to proceed selectively instead of as a general "fog" all over the plate. It is always advisable to have a small amount of bromide present, say 1 grain to the

ounce of developer. In cases of overexposure further additions can be made. In making emulsions a mixture of silver nitrate and potassium bromide or iodide is employed, so as to obtain the salt in a very finely divided state.

Potassium Carbonate is occasionally given in formulae for developers instead of the sodium salt. The only advantage it possesses over the latter is that it is more soluble. It is, however, much more expensive and troublesome to obtain in practice, so that its use is not to be recommended.

Potassium Chloroplatinite is the double salt of platinous and potassium chlorides, its formula being K_2PtCl_6 (see Platinum).

Potassium Cyanide dissolves silver bromide, chloride or iodide which has not been acted upon by light, forming a double cyanide with the silver. It is employed consequently for fixing wet plates, and in conjunction with an oxidizing agent for reducing the density of negatives or prints.

Potassium Ferricyanide gives the well-known Prussian blue color with a ferrous salt, and it is employed for this purpose in making the blue prints which are so much used for reproducing plans and mechanical drawings (see Iron).

Potassium Ferrocyanide gives the reverse effect to the last salt, iron prints developed with it coming out as a reproduction of the negative, the whites of the negative being white and the darks blue (see Iron).

Potassium Iodide is used in making emulsions with silver nitrate (which see).

Potassium Metabisulphite has the formula $K_2S_2O_5$, or $K_2SO_3.SO_2$, and is prepared by passing sulphurous anhydride (SO_2) into potassium carbonate until it is saturated. The metabisulphite is then precipitated with alcohol. This salt has a similar action to ordinary sulphite in preserving pyrogallol acid from oxidation and preventing the staining of the gelatin film. It has the drawback, however, that on oxidation free sulphuric acid is produced, requiring an extra amount of alkali to neutralize it.

Potassium Oxalate is used as a constituent of the ferrous oxalate developer, a mixture of ferrous sulphate and potassium oxalate being equivalent to employing ferrous oxalate itself. It is used also in the platinum process in a similar way.

Pyrocatechin is the ortho or 1:2 dioxy-benzene, the other two occupying the positions 1:3 and 1:4, being resorcin and hydroquinone. It is employed as a developer in conjunction with sodium sulphite and carbonate. It is readily soluble in water and alcohol.

Pyrogallol (see Pyrogallol Acid).

Resorcin is the meta or 1:3 dioxy-benzene. It has been used as a developer, but its amido compound—diamido-resorcin—is more frequently employed. It is very soluble in water and alcohol.

Rodinol (see Paramido-Phenol).

Rose Bengal.—An organic dye employed in orthochromatic work as a sensitizer for the yellow and yellow-green rays.

Schluppe's Salt (see Sodium Sulph-Antimoniate).

Silver, which is a beautifully white metal as ordinarily known, exists also in a peculiar colloid state, in which it is soluble in water. There are several forms of this colloid silver, but space will not allow of their description here. Silver haloid salts (chloride, bromide and iodide) are peculiarly sensitive to light, and it is upon this fact that nearly the whole of photographic work is based. In making sensitive emulsions the particular salt—chloride, bromide or iodide—is not used, but a mixture of silver nitrate with a soluble haloid, such as common salt, ammonium chloride, potassium bromide, cadmium bromide, potassium iodide, etc., is employed, according to the nature of the emulsion required. A double reaction occurs, the silver haloid salt being formed, and the sodium or potassium nitrate, together with an excess of the soluble haloid, is removed by careful washing.

Silver Albuminate.—Silver forms a very insoluble compound with albumin, and this fact has to be taken into account in sensitizing albuminized paper.

Silver Bromide is a yellow salt formed by double decomposition between silver nitrate and a soluble bromide (see Silver). It is insoluble in water, alcohol and in acids, but soluble in ammonia to a slight extent and in alkali thiosulphates (hyposulphites), cyanides and thiocyanates (sulphocyanides). A sub-bromide is supposed to be formed by the action of light on the bromide. At all events the light-struck salt is much more readily reduced to the metallic state than the ordinary bromide.

Silver Carbonate is a yellowish salt formed by treating silver nitrate with an alkali carbonate. Like the bromide, it is darkened by exposure to light. It has occasionally been used in making emulsions. It is insoluble in water and alcohol, but soluble in the ordinary haloid salts of silver.

(To be concluded.)

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

A Method of Cleaning Oil Bottles.—According to the *Journal de Pharmacie von Elsass-Lothringen* (1902, p. 253) the following method of cleaning oil bottles is to be recommended: From 5 to 20 Gm. of quillaya bark are placed in the bottle, according to the size of the vessel. Enough cold or lukewarm water is then added to allow of convenient shaking. In the case of bottles which are not too old and had not contained any resinous or drying oils, this is all that is necessary, in addition to rinsing in water, to render the bottles perfectly clean. In order to facilitate drying, the bottles may be subsequently rinsed in alcohol.

A New Adulteration of Cinnamon has been recently noted by Schmitz-Dumont (*Ztschr. f. oeff. Chem.*, 1903, No. 2), consisting in the addition of the powdered galanga root to the powdered bark. In all probability this adulteration has not been noticed hitherto. Under the microscope the author found that among the fragments of the bark there were also certain small pieces of a substance resembling shellac, club-shaped, rod-shaped, partly bent. They were insoluble in alcohol and ether, and remained passive to the action of alkalies and acids, but were colored black by ferric chloride solution. These characteristics are those of resinotannol. In some samples which were particularly rich in this adulterating substance there were numerous large parenchyma cells and the remains of large vessels, bast-fibers, etc., which showed that the addition was composed of the rhizome of galanga.

The Presence of Peach-Kernel Oil in Oil of Almonds.—According to Chwolles (*Chemiker Ztg.*, 1903, No. 4) this may be determined by a reaction some time ago described by Kreis. If concentrated nitric acid be covered by a layer of peach-kernel oil and then by a layer of a one-tenth of one per cent. ethereal solution of phloroglucin, and the mixture be then thoroughly shaken, the whole will assume a raspberry red color, with a slight violet tinge. Under the same conditions the oil of almonds gives only a slight rose-red color. In this manner the presence of but 10 per cent. of peach-kernel oil may be detected in oil of almonds, especially if the same reaction be simultaneously tested with pure oil of almonds and the colors carefully compared. The more peach-kernel oil there is in the oil of almonds to be investigated the darker the color grows; so that an oil of almonds containing 15 per cent. of the adulterant may be easily distinguished from one that contains only 10 per cent. of it.

The Determination of Quinine in Quinine Ferro-Citrate.—Wobbe (*Archiv fuer Pharmazie*, 1903, No. 2) gives the following method of determining the amount of quinine contained in the ferro-citrate. The object of this method is to avoid the loss occasioned by the constant shaking and siphoning. Two grammes of the salt are dissolved in 10 grammes of water and poured into a flask, the residue being washed with a little additional water into the flask. After cooling 80 cubic centimeters of ether are added and the mixture shaken and rendered alkaline by the addition of ammonia. After thoroughly shaking, the mixture is allowed to clear and 40 cubic centimeters are poured into an ordinary Erlenmeyer flask. This amount should correspond to 1 gramme of ferro-citrate. The ether is evaporated and the residue is dried at 100 degrees and weighed. The weight should be at least 0.09 gramme.

Salocreol is a preparation containing an ester of the various phenols of beechwood tar. Salocreol occurs as a fluid of neutral reaction, oily consistence, brownish color, and is almost completely odorless. It is almost insoluble in water, easily soluble in the various alcohols, ether, or chloroform. It is saponified by the alkalis and alcohols, and on prolonged exposure also by glycerin. In saponified solutions the addition of a trace of ferric chloride produces the violet colors characteristic of phenol and salicylic acid in neutral solutions. The compound is readily absorbed by the skin and does not irritate it or stain it permanently. The new combination of cresols has been used with success in the treatment of rheumatism, gout, erysipelas and various inflammatory conditions of the lymph glands. (*Deutsche Aerzte Zeitg.*, 1903, No. 4.)

The Presence of Trypsin in the Pepsins of Commerce was brought to light by the recent work of Bourquelot and Herissey (*Journal de Pharmacie et de Chimie XVII*, No. 4), who found this substance present in a variety of samples which they examined. They found that pepsin in neutral media cannot digest or peptonize fibrin which has already suffered changes by contact with acids. Many commercial pepsins, however, have the power of digesting fibrin under these circumstances, and the authors concluded that the pepsins of commerce must contain trypsin. This fact was corroborated by the reaction of Harley, which is based upon the fact that in peptic digestion in neutral media the products are colored green by tyrosinase, while the substances which arise from typical digestion turn a brownish color. The authors believe that the presence of trypsin in commercial pepsins is derived from the admixture of blood which is inevitable in the preparation of pepsin from the stomach of hogs.

The Identification of Condurango Extract.—According to Firbas (*Pharm. Centralhalle*, April 2, 1903) Lafan's reaction for digitalin may also be employed to determine the identity of the extract of condurango. The following simplified method is recommended by the author for performing this test: The extract is freed from alcohol by evaporation, and is treated with a concentrated solution of sodium chloride after cooling. The precipitate which forms immediately is brown in color and abundant. This is filtered off, washed for some time with the sodium chloride solution, and, together with the filter, is covered with chloroform in a small flask. In this manner an almost colorless solution of conduranganin in chloroform is obtained, while the extractives remain undissolved. A mixture of equal parts of concentrated sulphuric acid and alcohol, with the aid of a little heat, turns the fluid green. On the addition of a trace of ferric chloride it turns a beautiful greenish-blue.

Methyl Iodide as a Vesicant.—Ch. Garnier recommends a new vesicant, methyl iodide, which has the advantage of not irritating the genito-urinary tract. It occurs as a colorless liquid of a high index of refraction, of a sweetish odor, and a specific gravity of 2.190, boiling at 45 degrees. In the light it is changed and decomposes, liberating iodine. In order to apply this substance as a vesicant, the surface of the skin is first cleansed with soap and water, and washed in a solution of carbolic acid or of mercuric bichloride. A double thickness of filter paper cut to the proper size is then impregnated with methyl iodide, and is held in place by a piece of adhesive

plaster slightly larger than the paper. The whole is held in place by a layer of cotton, the borders of which are attached with collodion. The vesicant application is allowed to remain in place for about ten hours, and then the vesicle is incised under aseptic precautions. It is dressed with boric acid petrolatum. The pain which is produced by the application of this vesicant is not very severe, and the patient is not prevented from sleeping. Methyl iodide seems to be of value in neuralgias and other painful conditions.

Bismuth-oxyiodide-agaricinate.—A new bismuth compound is announced by Riedel: Bismuth-oxyiodide-agaricinate (*Pharmaceutische Zeitung*, February 21, 1903). The basic salts of bismuth and agaricinic acid exhibit the resistance against mineral acids which is noted in the subgallate (dermatol). This resistance makes the manufacture of a compound of agaricinic acid and bismuth oxyiodide possible. This product arises from the union of monobasic bismuth agaricinate with one molecule of hydrogen iodide. The same preparation may also be obtained in the opposite manner—i.e., by the addition of the agaricinic acid ester to bismuth oxyiodide by converting freshly precipitated bismuth oxyiodide into bismuth-oxyiodide-agaricinate by digesting with agaricinic acid. The purer form of the product can be obtained more readily by means of the second method. The new bismuth product occurs as a light gray, amorphous powder, insoluble in water, which very slowly decomposes on heating in a watery mixture. The salt has an astringent and antiseptic action and can be employed in the treatment of the night sweats of consumption, as well as in affections of stomach or intestines in tuberculous people.

A Rapid Method of Examining Creosote with the Aid of Glycerin and Water.—Macheonneau (*Journal de Pharmacie et de Chimie*, 1903, No. 4) describes a simple method of testing the purity of creosote. A mixture of 15 cubic centimeters of creosote with 5 cubic centimeters of water is made in a graduated cylinder. Enough water is now added to make 50 cubic centimeters and the whole is mixed until an emulsion forms. After the mixture has settled the volume of the precipitated creosote is read on the cylinder. The upper layer is decanted, and 50 cubic centimeters of water are again added to the creosote layer. The mixture is again shaken, and this operation is repeated a third time, so that all the glycerin is removed from the creosote. The volume of the liquid after washing is noted after each operation. The volume of pure creosote under these conditions should be 14 cubic centimeters. If there was 10 per cent. of carbolic acid in the creosote the volume would be 13.5 cubic centimeters, and if the amount of carbolic acid were 20 per cent. the volume of the residue would be 13 cubic centimeters. With 40 per cent. of carbolic acid in the creosote the volume would be 12 cubic centimeters.

Citric Acid for Obviating the Incompatibility Between Certain Tinctures.—Dr. Badel (*Bulletin de Pharmacie du Sud-Ouest*, February, 1903) discusses the various substances which may be added to tinctures in order to render them compatible with each other. Hamdi has shown that the addition of a few drops of hydrochloric acid obviates the incompatibility between the tinctures of hydrastis and hamamelis. Lecuyer recommended the addition of glycerin for the same purpose. According to Badel, glycerin may be added conveniently when the tinctures form part of a watery mixture, as glycerin in this case does not augment the volume of the medicament and does not modify the proportion of the active ingre-

dients. If, however, there is simply a combination of the two tinctures, then Hamdi's process is better, but the hydrochloric acid had better be replaced by citric acid. Badel suggests the use of a solution of citric acid in equal parts of alcohol. The addition of citric acid also gives a transparent product when the tincture of viburnum is added to the tinctures of hydrastis and of hamamelis. The same substance may be added with advantage in the presence of the following combinations: Tinctures of rhubarb and cinchona, tinctures of rhubarb and colombo, of gentian, nux vomica and cinchona; of grindelia, drosera and ipecac; of aniseseed, ipecac and boldo, etc.

The Presence of Methyl Alcohol in Formaldehyde Solution.—Duyk (*Journal de Pharmacie d'Anvers*, 1902, p. 469) investigated various samples of solutions of formaldehyde, etc., and found that they often contained methyl alcohol. Theoretically, only a watery solution of formaldehyde should be formed by passing the vapors of methyl alcohol over particles of coal contained in metallic tubes which are heated to a red glow. In reality, a portion of the methyl alcohol escapes decomposition and passes, as such, into the commercial product. In order to determine the amount of methyl alcohol present, the formaldehyde is first removed by converting it into the non-volatile hexamethylenetetramin by the addition of ammonia in a cooled receptacle. After decanting, the fluid is tested to see that it is feebly alkaline, and is then distilled with the addition of a little soda. The distillate is neutralized by the addition of dilute sulphuric acid, and the fractions between 65 and 100 degrees C. are caught. The amount of methyl alcohol present in the distillate is determined by the classical method of converting it into methyl iodine by the addition of phosphorus and iodine, and collecting the methyl iodine in a graduated cylinder under water. The amount of methyl alcohol may be determined by a simple calculation from the volume of the methyl iodine so collected. According to Duyk, the commercial solutions of formaldehyde contain from 3 to 10 per cent. of methyl alcohol.

The Value of Boric Acid as a Preservative of Food Products.—Dr. Prall, of Berlin (*Pharmaceutische Zeitung*, February 21, 1903), has conducted extensive investigations regarding the value of boric acid and its advantages and disadvantages when employed as a preservative in food products of various kinds. He believes that boric acid is a preservative of very slight antiseptic power and must be used in comparatively large quantities in order to effect any protection against decomposition. Its presence may be deceptive in many respects, as, for example, it increases the weight of meat and allows a larger amount of water to remain in meat than is the case with salting or smoking alone. Even a large amount cannot be distinguished by the consumer either by taste or by smell. The effect of boric acid is directly injurious to the human organism, and not only diminishes the nutritive value of meat which has been preserved by its addition, but also acts upon the body of the consumer in such a manner that he loses weight. The complete elimination of boric acid from the human body goes on very slowly, and therefore this injurious action is given a long time to take effect on the organism. What has been said of boric acid is also true of borax. [These statements are in apparent contradiction to the results of the experiments now in progress in Washington in the Department of Agriculture.—Ed. AMERICAN DRUGGIST.] A number of hygienists are cited in support of the author's views on the subject of the injuriousness of borax as a preservative in meat and other food products.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Fermentation of Infusions.—H. W. R. writes: "I make an infusion of ground gentian and senna leaves, (senna 8 ounces and gentian 4 ounces to make 1 gallon) and add a pint of alcohol. The mixture invariably sours after standing a week or so, no matter whether kept in a cool or a warm place. Can you tell me why?"

Infusions of this character are prone to ferment unless certain precautions are taken. Usually the addition of alcohol in the proportion used by our correspondent is found sufficient, but it is probable that the increased amount of pectinous matter from the senna calls for a more potent preservative. The addition of a small percentage of formaldehyde solution will, in our opinion, answer best as a preservative for an infusion of the character described, and the amount should be regulated after careful experiment and with due regard to the quantity of the preparation taken at a single dose. It may be said that formaldehyde is an active preservative in even very dilute solution, and the addition of a proportion of 0.05 per cent. of the commercial solution of formaldehyde would not be likely to interfere with the medicinal properties of the infusion. But the actual amount of formaldehyde solution to be employed as a preservative had best be determined by a series of carefully regulated experiments.

Alum Crayons.—E. E. F. inquires as to the mode of manufacture of the alum points used by ophthalmologists and also by barbers.

Alum crayons, pencils, or points, as they are variously called, are made by melting alum over the heat of an alcohol or gas flame and pouring the melted salt into molds of the required shape made of paraffin paper. It will be found best to select clear crystals of alum, and after powdering carefully in a clean mortar and transferring to a porcelain dish to add a few drops of water to the powder before applying heat sufficient to fuse or melt the alum.

Walnut Hair Dye.—C. W. A. inquires as to the value of walnut extract as a hair dye.

The juice of the fresh walnut shell has the property of dyeing at first yellow, then brown, and finally black. The solutions and extracts made from walnut juice are not very permanent as they wash out easily. The following formula has been used:

	Parts.
Green walnut shells.....	45
Alum	3
Distilled water.....	12

These ingredients are mixed and macerated for 48 hours, and after being expressed under pressure, the expressed liquor is diluted with 30 parts of alcohol.

The Finsen Light Treatment.—R. J.—It is difficult to describe the mechanics of the Finsen light without taking up more space than the pharmaceutical interest attached to the subject warrants. The principle consists in concentrating by means of powerful biconvex lenses the chemical rays of the electric arc light through a cooler containing running water, or a solution of copper sulphate. These rays are then directed on to the skin, in the treatment of lupus and other allied skin diseases, by means of a plano-convex crystal lens pressed on to the skin to render it anæmic. The main object of the mechanism is

to exclude the heat rays and to concentrate and utilize the chemical rays for their bactericidal effect. Improvements on the original Finsen lamp are numerous. It has been found that where iron electrodes are used instead of carbon electrodes, as in the arc lamp, that better effects are produced, the iron giving a spectrum very rich in chemical rays and almost devoid of heat rays. These iron electrodes are composed of hollow cylindrical pieces of iron which are cooled by water circulating inside them.

Fireproofing Solutions.—S. V. B.—Various salts have been used to render fabrics unflammable, but the best results have been obtained with sodium tungstate applied in different ways. The formula of the fireproofing solution used by the Explosives Department of the British Home Office, which goes by the name of the "Home Office Method," is quoted in "Pharmaceutical Formulas" as follows:

Sodium tungstate.....	3xvi
Water	3xxx
Dissolve in the cold and add:	
Sodium phosphate.....	3ij, 3ij
Water	3xx
Or a sufficiency of water to make the solution sp. gr. 1.140.	

A patent has been granted by the British Patent Office on a method of treating cotton to render it non-inflammable, which consists in soaking the fabric with a fireproofing solution consisting essentially of a soluble tungstate and a soluble aluminum salt, the specification reading as follows:

One hundred parts of an aluminum sulphocyanide solution (33 degrees T.) are mixed with 25 parts of acetic acid solution (11 degrees T.), and then 200 parts of sodium tungstate (56 degrees T.) are added in small quantities at a time, and well stirred, so that any precipitate which may form dissolves again.

The fabrics are soaked with the solution, squeezed and heated to remove the organic acid, and cause the tungstate precipitate to be formed in the fiber.

The following formula furnishes a solution that has been tested and found to give satisfaction:

Ammonium sulphate.....	3viiij
Ammonium carbonate.....	3iiss
Boric acid.....	3iiij
Sodium borate.....	3i, 3vi
Water	Oxliiss
Dissolve, then add:	
Starch	3ij
Apply heat and stir until it boils.	

The material to be rendered non-inflammable is dipped in the hot solution and thoroughly impregnated. It is afterward wrung out with the hands and dried and ironed if necessary.

The Preparation of Suppositories with Resinous Extracts.—M. I.—The incorporation of resinous extracts like belladonna, cannabis indica, or krameria, with cacao butter to form a suppository is best effected in the cold with the addition of a little powdered acacia to secure cohesion and consistency. We have in mind the following prescription:

Extract of krameria.....	Gm. 3
Extract of belladonna.....	Gm. 0.3
Extract of opium.....	Gm. 0.3
Cacao butter.....	Gm. 9

A presentable suppository can be made according to this formula by carefully drying the extracts and rubbing them down with Gm. 2.25 of powdered acacia. Instead

of taking the full amount of cacao butter ordered, allowance is made for the added acacia, and only Gm. 6.75 of cacao butter is used. The cacao butter, which had been previously grated, is intimately incorporated with the other ingredients and the mixture then treated as a pill mass, water being dropped upon it in sufficient quantity to form a paste of pill mass consistency. The mass is then divided in a pill machine and the suppositories shaped by hand.

Cement for Spectacle Lenses.—I. C. D. writes: "Some time ago I bought some lenses, the lower glasses of which were cemented with a substance which was transparent so that I could see distinctly as if there were only one glass. These glasses have become separated and I wish to know what cement would be best for the purpose."

A solution of Canada balsam in benzol is used for this purpose. The balsam is first evaporated carefully over a water bath to a solid consistency and is then dissolved in the benzol and used like an ordinary cement, the opposing lenses being pressed firmly on to each other to exclude any superfluous balsam.

Dehorning Fluid.—W. P. B.—The fluids ordinarily used for the purpose of checking the growth of horns on cattle consist usually of a solution of some caustic alkali, as potassium or sodium. Better results are, however, obtained by the direct application of a stick of caustic potash moistened with water to the horn bud in the calf. The Board of Agriculture of Great Britain recommends the following process:

Clip the hair from the top of the horn when the calf is from two to five days old. Slightly moisten the end of a stick of caustic potash with water or saliva (or moisten the top of the horn bud) and rub the tip of each horn firmly with the potash for about a quarter of a minute, or until a slight impression has been made on the center of the horn. The horns should be treated in this way from two to four times at intervals of five minutes. If, during the interval of five minutes after one or more applications, a little blood appears in the center of the horn it will then only be necessary to give another very slight rubbing with the potash. The following directions should be carefully observed: The operation is best performed when the calf is under five days old, and should not be attempted after the ninth day. When not in use the caustic potash should be kept in a stoppered glass bottle in a dry place, as it rapidly deteriorates when exposed to the air. One man should hold the calf while an assistant uses the caustic. Roll a piece of tinfoil or brown paper round the end of the stick of caustic potash, which is held by the fingers, so as not to injure the hand of the operator. Do not moisten the stick too much, or the caustic may spread to the skin around the horn and destroy the flesh. For the same reason keep the calf from getting wet for some days after the operation. Be careful to rub on the center of the horn and not around the side of it.

Elixir of Strontium Salicylate.—C. C.—A presentable and stable elixir of palatable taste and flavor is furnished by the following formula:

Strontium salicylate.....	Grains 320
Saccharine	Grains 16
Glycerin	oz. 2
Alcohol	oz. ½
Elixir of orange, U. S. P., enough to make.....	oz. 16
Tincture of cudbear, N. F.	

Add the strontium salicylate to 8 ounces of the simple elixir contained in a flask; apply heat from a water bath and shake until solution is effected; dissolve the saccharine in the alcohol by the aid of heat and mix this solution with the glycerin afterward, incorporating the whole with the solution of strontium salicylate first formed, adding enough aromatic elixir to make 16 ounces, and lastly the tincture of cudbear to color.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

AN ANNUAL MISTAKE.

THERE is one bit of annual evidence that advertising gumption is as yet not thoroughly distributed. This is discontinuance of advertising during the summer months by a large number of druggists.

There are some kinds of business which afford some reason for occasional discontinuance, but it would be difficult to discern any real reason why a retail merchant should drop out at this season.

Trade may be lighter for a time, but it is sick business that needs advertising tonic most.

Those who have made no study of advertising cannot, perhaps, be blamed for falling into error. They look upon advertising as an expense, and its discontinuance appears to be a saving at a time when sales are lightest.

But this action is more apt to prove a distinct loss; a loss of money and a loss of momentum. Returns from advertising may not be as marked during the summer months, but the people are influenced just the same, if they are not allowed to forget and drift away, and trade will be all the heavier when it does begin. If your competitors stop advertising for this period that is all the more reason for continuing—an opportunity is presented that should not be overlooked. If you drop out and your competitors keep at it they will make inroads on your trade while you sleep.



A GOOD SPECIALTY.

C. H. Jennings, Abingdon, Va., has gotten out an attractive folder advertising Tonsoli, a remedy for sore throat he is pushing extensively. If the remedy has all the merit claimed for it, and its proprietor appears to have unbounded confidence in it, it should prove a winner. This is one of the class of preparations that are apt to be a little hard to get started, but public confidence once won, they hold permanent favor.

The average druggist never fully develops the field that lies about him for the sale of his specialties. Many do not realize that the field exists. The local advertiser has an advantage over the foreign one in this matter. People have more confidence in him, and if he will make the effort that the foreign advertiser does he will get still better results, and these results will be of a more permanent character.

There are many druggists throughout the country who are selling annually several thousand dollars' worth of their own preparations to the people of their own localities. This is business that is worth having. The profit is good, and the specialty trade brings other trade.

Have good literature for your preparations, and keep it going out the year round. This is a proposition on which you can't lose.



WILL REPAY PUSHING.

T. C. Bode, Salida, Col., sends the tasteless castor

oil ad which is reproduced, and asks what is the matter with it.

There is nothing the matter with it. It is a first-class ad, and should yield results. Results are certain if the preparation is kept well to the front by frequent ads. The newspaper advertising should be supplemented by the use of a neat circular or booklet for general distribution.

This is the kind of a preparation that can be sampled to advantage. Sampling should be done from the store. Have the samples handy, and give them with a few words of comment to mothers who visit the store. A good trade is certain to result from persistent effort of this kind.

Another Long-felt want Filled

A Pharmaceutical Triumph

After a long series of experiments, we have finally succeeded in placing upon the market a valuable household remedy. Every one knows and appreciates the value of Castor Oil, especially in infantile troubles of a lesser nature. We take pleasure in submitting to your consideration a perfect

Tasteless Castor Oil.

This is the old-fashioned "stuff" your mother used to bribe you to take, put up in a perfectly palatable form. After the first dose "the baby will cry for it."

Put up only by

BODE, THE DRUGGIST.

A NEEDLESS HANDICAP.

An ad bearing the address of Styer's Market Street Pharmacy, but without further information as to its origin has been sent in for comment.

The ad is headed, "Just Received," and gives a list of new rubber goods that have just been put in stock.

It ends with the statement that "this is the cheapest place to buy."

All the information, the heading and the address is crowded into 1 inch of space. It is difficult to see what any advertiser expects from such an ad. By crowding his story into so diminutive a space he cuts off practically all probability of returns. This is a case of expensive economy. An ad three times as large would be ten times as likely to bring results.

SOME CURRENT ADVERTISING.

No. 1. Here is a good example of one way of advertising one thing at a time and still advertising several things at once. There is no objection to advertising several things at once if the matter is so arranged that each subject is presented separately.

By so doing you get that undivided attention to a subject which is necessary to produce an impression, and which is the basis of the rule in advertising of "one thing at a time."

The arrangement of Mr. Frisbee's ad is somewhat unique, and can be commended in every way. By this method he concentrates attention upon one subject at a time, and the combination of three ads attracts the additional attention that a large space secures.

No. 2. This embodies practically the same method as No. 1.

No. 3. An ad used to call attention to an instructive

<p>Lucas Prepared Paint</p> <p>A handy household paint in a handy style of can describes the Lucas Prepared Paint. It has been a popular household paint for years. One of the very few ready-to-use paints that require nothing but stirring to be fit for instant use. A convenient paint for the women to paint the kitchen chairs, tables, closets or dressers, window sash and doors, flower stands, etc. The directions are short and simple, so that any person is enabled to use the paint without trouble. Ask for a sample card showing thirty colors. In cans of various sizes at various prices.</p> <p>We are sole agents in Bushnell for the great paint firm of John Lucas & Co., founded more than sixty years ago.</p> <p>Frisbee's Pharmacy</p>	<p>Red Blood</p> <p>The color of the blood is a good index of the state of the general health. Pure, rich blood is of a red color, and this color is reflected in the face. Those who are pale, who lack energy, or who suffer from debility in any form, will find a prompt and certain remedy in our</p> <p>Calisaya Tonic</p> <p>This remedy both makes and purifies the blood. It builds up the iron cells which give good blood its bright red color. It improves the appetite, and is especially valuable as a spring tonic for debilitated women.</p> <p>Money back if it fails to give satisfaction.</p> <p>Price, 50c and \$1.00.</p> <p>Frisbee's Pharmacy</p>	<p>A Pure Paint</p> <p>We are exclusive agents in Bushnell for John Lucas & Co.'s \$1000 Guarantee Strictly Pure White Lead and guaranteed strictly pure Linseed Oil.</p> <p>We have analyzed these carefully in our private laboratory by the most approved chemical and practical methods and find them to be as represented.</p> <p>Your paint security is firmly established when you purchase the products of such an old, wealthy and reliable house.</p> <p>They have been making paint for over sixty years. They ought to know how by this time.</p> <p>See us about it.</p> <p>Frisbee's Pharmacy</p>
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<p>The Pharmacy. GOOD COURT PLASTER</p> <p>that will not wash off is not found in many stores today. Dickman's is the old reliable one that never disappoints you.</p> <p>10c envelope The New Skin is a liquid corn plaster that sticks. 10c, 25c and 50c.</p> <p>H. H. HAY'S SONS, Middle St.</p>	<p>The Paint Store. PICKING OUT THE COLORS</p> <p>for your home is the most difficult part of the process.</p> <p>We gladly furnish color cards and prints showing different combinations of color.</p> <p>The Paint we sell you will wear and satisfy.</p>	<p>Watch Our Window</p> <p>for another interesting display showing the public what WE MEAN by having and purifying the goods we buy. We buy first quality and prove that the goods are as represented by having them as they arrive.</p> <p>Prescriptions</p> <p>prepared with drugs and chemicals prove to be just what you need. Our high standard will always give best results. Our conscientious work always is.</p> <p>Stewart & Holmes Drug Co. 912 Pac. Av.</p>
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<p>West Side Drug Store Established 1844 by W. W. BISHOP.</p> <p>West Side Drug Store Purchased 1871 by L. W. DUDLEY.</p> <p>West Side Drug Store Purchased 1876 by FOLLETT & DEARDEN.</p> <p>West Side Drug Store Purchased 1887 by WOODWORTH & SMALL.</p> <p>WHO ARE STILL DOING BUSINESS AT THE OLD STAND. 227144</p>	<p>A Wise Person</p> <p>like a mirror, always reflects. When you feel like drinking, we want you to reflect and give our Soda Fountain the benefit of your reflection. Our Soda has stood the test of many years, and is growing better, sweeter, more refreshing and more delicious every minute.</p> <p>SYKES' DRUG STORE, 138 Market Street. Telephone 2212. Near Main St. Saratoga Spring Waters, direct from the Mineral Springs, Saratoga, N. Y., always on sale at our fountain.</p>	<p>A FIRST CLASS HOT WATER BOTTLE</p> <p>-FOR-</p> <p>85cts.</p> <p>C. E. MCININCH. The Popular Price Druggist</p>
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window display; a very good plan where the display is worth while.

No. 4. A chronological ad. A bit of an oddity and not a bad idea.

No. 6. When there is nothing else to say there is always a chance to say something of this kind.

Opportunities for Export Trade.

THE DRUG BUSINESS IN HAWAII.

WE present to our readers some excellent views of one of the principal drug establishments in Honolulu, that of Benson, Smith & Co. It will be noticed that this firm carry a very large stock of goods well known throughout the trade in the United States proper, and in addition carry a full line of physicians', surgeons' and hospital supplies, in which they do a considerable business. With over 100 physicians and surgeons in the islands, 12 dentists, four veterinary surgeons, a quarantine hospital and 12 other hospitals of greater or less importance, it will readily be understood why there is a constant

of the physician, the ingredients in the prescription controlling this to a large extent.

There is no law regulating the number of drug stores, yet Hawaii can boast of but four establishments of this kind, with the exception of about nine so-called Chinese drug stores, which, however, are in no way entitled to classification with similar establishments as we understand them in this country; and of the four stores above mentioned operated by druggists graduates of recognized American colleges of pharmacy the largest share of the business of the islands is practically in the hands of but two firms—namely, Benson, Smith & Co. and the Hollister Drug Company. These pharmacies are singularly interesting in many respects and very much above the average. They are thoroughly American in every particular, the proprietors sub-



Pharmacy of Benson Smith & Co., Honolulu, Hawaii.

and considerable demand for supplies of this nature. The pharmaceutical laboratory of Benson, Smith & Co. is another important feature of their establishment, as in the mines throughout this country and the plantations of the south, where the general health of the many employees is looked after by the physician or surgeon under contract with the company, special pharmaceutical preparations are required in larger quantities than would be the case in the general run of business. The practice of pharmacy in the Hawaiian Islands would seem to be a very agreeable and altogether profitable enterprise, especially in contrast with the general conditions of practice nearer home.

It is not fashionable in Hawaii to imitate American medicinal preparations. The four drug stores in Honolulu have a monopoly of the sale of drugs and kindred articles, and are not bothered by dry goods stores selling \$1 preparations for 49 cents. The practice of cutting prices below those printed on the label is not in vogue there.

There is no law in regard to the final disposition of physicians' prescriptions when once filled by the druggist, the practice being the same as pursued in the United States. While there is no law governing the renewal of prescriptions, the druggists usually refuse to renew them without the sanction

scribe for the principal American pharmaceutical journals and they do a large wholesale business supplying the other islands. Their largest business is done with the plantations, which have their own physicians and keep well assorted stocks of drugs on hand. To give a list of articles imported from the United States would be to name about everything of American manufacture carried by a first-class pharmacy in the United States, and in addition thereto a few articles of foreign production which, because of the limited amount used, are bought in the United States and not imported direct.

The annual imports of drugs, surgical instruments and dental materials into the Hawaiian Islands is approximately \$100,000, and perfumery and toilet articles, which are almost exclusively sold by druggists there, about \$30,000. Fully 90 per cent. of the drugs and 95 per cent. of all other articles come from the United States, and with the increase of population, especially from this country, and considering the increasing importance of our trans-Pacific commercial relations, it would seem that our trade with the Hawaiian Islands should annually improve. Of the goods other than of American origin which are sold there most of them are British preparations which are sold the world over. Some French preparations are called for, but because of the limited sale are usually purchased in the United

States and not imported direct. They are almost wholly used in venereal diseases.

The percentage of imports from the United States would be a trifle higher if the different synthetic compounds, such as phenacetin, sulphonal, trional, etc., were not patented. The same compounds are imported from Germany and England at one-fifth their cost in the United States.

The Hawaiian or Sandwich Islands were annexed to the United States in 1898. They are situated in the North Pacific



Laboratory of Benson Smith & Co., Honolulu.

about 2,000 miles distant from San Francisco, and are directly in the path of all vessels plying between the Pacific Coast and the Orient. From many standpoints these islands are of growing importance in commercial relations with this country, particularly so since the laying of the Pacific cable, recently finished. They consist of a group of islands of which Hawaii is the principal. The total area of the group is about 6,700 square miles and the population in December, 1900, was 154,000, divided as follows: Hawaiians, 30,000 (decreasing); part Hawaiians,



Corner of Glassware Room of Benson Smith & Co., Honolulu.

10,000; Japanese, 45,000; Chinese, 25,000; Americans, 10,000 (increasing); British and other nationalities, 9,000; Portuguese, 16,000, a heterogeneous collection of the races, as will be seen. The population by islands is: Hawaii, 46,842; Maui, 25,416; Oahu, 58,504; Kauai and Niihau, 20,734; Molokai and Lanai, 2,504. The capital is Honolulu, situated in the island of Oahu, with a population of 40,000. The exports consist almost exclusively of sugar and in 1900 amounted in value to \$25,000,000, the whole of which came to the United States.

Growth of Our Exports to Germany, Austria-Hungary and Russia.

The alarms which have been sounded during the past two years regarding the trade relations between the United States and Russia, Austria-Hungary and Germany find no justification in the statistics of the Treasury Department regarding our imports and exports, which indicate that our commerce with each of the countries is likely to be larger in the present fiscal year than in any previous year in the history of our commerce. This is true both of the imports and exports. This is especially marked in the figures showing our trade relations with Russia in the present fiscal year. The figures of the Bureau of Statistics for the nine months ending with March show that our exports to Russia in that period were nearly double those of the corresponding period in any year of the last decade, and that our imports from Russia are also steadily and rapidly increasing, being double those of 1899 and three times those of 1894. In both imports and exports the figures of our trade with Russia are about three times as large in the nine months ending with March of this year as in the nine months ending with March, 1894. In the exports the increase has been especially marked in the past year, our total exports to Russia in the nine months ending with March, 1903, being \$13,584,875, against \$7,441,014 in the corresponding months of last year. In imports from Russia the figures of the present year also show a marked increase over last year, and it is quite apparent that our imports from Russia in the present fiscal year will be the largest in the history of our commerce with that country. Our principal imports from Russia are hides and skins, wool, licorice root and fibers, for all of which there is a constantly increasing demand among manufacturers. Our principal exports to Russia are cotton, of which the United States produces three-fourths of the world's supply; copper, of which we produce one-half of the world's supply; agricultural implements and machinery.

In the case of Austria-Hungary the growth is in both imports and exports. Our imports from Austria-Hungary in the nine months ending with March were larger than in any corresponding period of our commerce with that country, and double those of the same period in 1895, 1898 and 1899. Our own figures of our commerce with Austria-Hungary show imports from that country much larger than exports to it, and this has been the case in our entire record of commerce with that country; though the fact that the official reports of Austria-Hungary show much larger imports of products of the United States than our own figures of exports to it, they indicate that considerable quantities of merchandise reported to our custom houses as exports to other countries ultimately reach Austria-Hungary. Our principal imports from Austria-Hungary are sugar, chemicals, glassware and fibers, and the principal articles shown by our own reports of exports to that country are cotton, copper and mineral oil.

In our commerce with Germany the record of the nine months ending with March shows larger imports and exports than in the same period of any preceding year. The imports from Germany for the nine months are \$91,246,816, against \$54,858,440 in the same period of 1894, and it is apparent that for the fiscal year 1903 they will be the largest in the history of our trade with that country. Our exports to Germany in the nine months are \$158,742,047, and for the 12 months will also exceed the figures of any earlier year in the history of our commerce with that country. Our largest exports to Germany are cotton, breadstuffs, provisions and copper. Our largest imports from that country are chemicals, manufactures of cotton, silk, wool, leather, and iron and steel.

Encouraging Frontier Traffic.

The Government of Mexico, for the purpose of simplifying the methods of importing merchandise in small quantities for the use of the frontier population, recently issued the following ordinance: "Merchandise in small quantities and intended for the use of the border population may be imported without the formality of a consular invoice or similar document, provided the value of said merchandise does not exceed the sum of \$10 in Mexican currency (about \$4.50 gold). At all points where revenue officers are stationed for international traffic an employee will be appointed to act as examiner and appraiser of goods intended for importation and to collect the amount of the duties levied. The importers of these goods shall produce them and shall make verbal declaration of the invoice value."

Trade-Marks in the Philippines.

A new trade-mark, trade-name and unfair-competition law has been enacted by the Philippine Commission, which repeals the royal decree of 1888 for the registration of trade-marks, as continued in force by military orders, and provides for an independent registration in the Philippines, and a synopsis of the law is given in the Scientific American for May 16. Owners of trade-marks and trade-names who are domiciled in the Philippines, or the United States, or in foreign countries which grant similar privileges to persons domiciled in the United States and Philippine Islands, may register their marks and names under the new law.

The law defines trade-marks and specifies the requirements for their registration. Provision is also made for the registration of trade-names, which the law defines as names, devices or marks by means of which is intended to be distinguished from that of others, the business, profession, trade or occupation in which one may be engaged. It is not essential that the trade-name should appear on the goods dealt in by the person using the same, as it is sufficient if it is used by way of advertisement, or on letter heads, signs, or in any other way to furnish to the public a method of distinguishing the business.

Unfair competition, and the infringement of trade-marks and trade-names with intent to defraud the public or the owner of the mark or name are made crimes, and the guilty party may be severely punished in the criminal proceeding, in addition to the loss which he may suffer because of the damages which the wronged party may recover in a civil action.

One of the sections of the law provides for the registration of trade-marks in the Philippines in order to enable persons domiciled in those islands to register their trade-marks in foreign countries, the trade-mark registration laws of which require the registration in the home country as a condition precedent to registration in such foreign countries. The persons domiciled in the Philippines may now register their trade-marks in those islands and in foreign countries, but they are still unable to register their trade-marks in the United States because of the ruling of the United States Patent Office that provision for this registration is not made in our trade-mark law, which only provides for the registration of trade-marks which are owned by persons who are domiciled in the United States, or who are located in a foreign country which grants reciprocal rights.

It is to be hoped that this decision may be overruled or that the defect in the United States Trade-Mark Law may be corrected in order to enable persons domiciled in the Philippines to secure complete protection for their trade-marks by registration.

Pharmacy in Chile.

According to the British and Colonial Druggist, the candidate for qualification to practice pharmacy in Chile, if he has no foreign diploma of the same nature, is required to study during the three years of the curriculum at the University of Santiago. At the end of each year he is required to pass the sessional examination in those branches he has studied for the year. His three years concluded, he has to present himself for the qualifying examination, having passed which he is entitled to practice his profession in any part of the Republic. The amount of knowledge necessary is about equal to the British qualifying requirements, perhaps a little more difficult, on account of the fact that the practice of pharmacy is so cosmopolitan. There is a standard national Pharmacopœia, but the dispensing of modern recipes requires a knowledge of nearly all the European formularies as well as of the United States. If the candidate holds the qualifying diploma of a recognized foreign university or school he can, on making the proper application, arrange to be examined without having to undergo a curriculum. The legal language is Spanish, and the examinations are conducted in this tongue. This modified examination consists of two parts—the first practical (prueba practica) and the second theoretical (prueba teorica). Having passed these examinations the candidate is entitled to practice his profession on the same terms as the one who has qualified by curriculum, both subject to the laws of Chile.

April Our Record Month for Exports of General Manufactures.

Exportation of manufactures from the United States in April was larger than in any preceding month in the history of our export trade, excepting the months of March and May, 1900.

The total value of manufactures exported in April, 1903, was in round terms \$40,000,000, against \$26,000,000 in April, 1898; \$21,000,000 in April, 1896; \$16,000,000 in April, 1895, and \$14,000,000 in April, 1893. Thus, comparing April, 1903, with April, 1893, the total is nearly three times as great. On only two occasions in the entire history of our export trade have the exports of manufactures during a single month reached as high a figure as that of April, 1903. These two months are March, 1900, with \$44,767,139, and May, 1900, with \$40,460,367, the higher figures of those two months being due almost exclusively to the fact that iron and steel exports on those occasions were much larger than at present. The total value of iron and steel exported in March, 1900, was \$11,858,387, and in May of that year \$12,026,681, while in April of the present year the total exports of iron and steel were \$8,929,233. Omitting this item, April stands with the highest record of exports of American manufactures.

A New Road Through the Interior of Cuba.

Under date of May 6 M. J. Baehr, United States Consul at Cienfuegos, Cuba, writes as follows:

Capitalists of this city have under consideration the construction of a railroad from Calmanera, a town situated on the west shore of Cienfuegos Bay, to Cuatro Caminos, in the province of Matanzas. The length of the road will be 41 miles and the intermediate points will be the towns of Ponce, Matun, Guanaj Grande, Managuago, Caoba, Aguada, Perseverancia, San Miguel, Amerillas and Calimente. The section would derive great benefit from the construction of this road, as the products of the productive interior region would find an outlet through Cienfuegos. It is estimated that the export of sugar would be increased to the extent of 500,000 bags annually. The road would shorten the time for passenger travel between Cienfuegos and Habana from four to five hours, and would place Cienfuegos in direct communication with many outlying towns under its political jurisdiction.

Medical Preparations in Hungary.

Consul F. D. Chester, of Budapest, under date of April 28, 1903, sends the following:

Supplementing my report of July 21, 1901, I would state that on January 1 of this year a new order of the Hungarian Ministry of the Interior went into force, according to which private persons may import foreign medical preparations by obtaining a license from the chief officer of the local authority (Mayor of city or Vice-Governor of county), who issues the same upon the advice of the local chief physician. The prices of veterinary medicines were fixed by the Hungarian Ministry of Agriculture in an ordinance of December 3, 1902, which likewise went into force on January 1, 1903.

Reorganization of the Randolph Box & Label Co.

The New York factory of the Randolph Box & Label Company, of Chicago, which has been doing business for a number of years under the name of the Theo. Willich Company, has been consolidated with the Chicago house. The New York business has been closed up, and in the future all territory west of Syracuse, N. Y., and Harrisburg, Pa., will be looked after by the Chicago house. All territory east of Chicago will be taken care of by the Richmond factory. Theo. Willich, who was manager of the New York house, has been elected secretary of the Randolph Box & Label Company, and will have charge of the manufacturing end of the business. The new officers of the Chicago house are Mrs. J. H. Randolph, president; H. A. Antram, vice-president and manager; W. E. Ritchie, treasurer; Theo. Willich, secretary.

N. V. Randolph, who was the founder of the factory at Richmond, Va., which is also the parent house of the Chicago factory, had a stroke of paralysis last fall, from which he never recovered, and died Friday, March 13, and was buried with military honors in the city of Richmond on Sunday, March 15.

Oklahoma Pharmacists Elect Officers.

The Pharmaceutical Associations of Oklahoma and Indian Territory met in joint session at Oklahoma City on May 13, and after transacting business of much importance to the druggists of the territory and electing officers to serve for the ensuing year, adjourned to meet next May at Tulsa, I. T. The following are the officers of the first named body: President, J. E. Seaforth, Oklahoma City; first vice president, P. J. Remington, Shawnee; second vice-president, A. H. Clark, Watonga; secretary and treasurer, F. M. Weaver, Oklahoma City; assistant secretary, W. H. McCutcheon, Luther.

HOW LIQUOR AND BENZIN MAY BE SOLD.

Requirements for the Sale of Whisky and Benzin by New York Druggists.

The Kings County Pharmaceutical Society has had printed for distribution among its members a small card to be hung up in the store, giving a summary of the excise requirements under the new State law and also the proposed benzin ordinance relative to the sale and storage of benzin and cleansing fluids. The card is reproduced herewith:

HANG UP FOR REFERENCE.

Kings County Pharmaceutical Society.

EXCISE REQUIREMENTS.

United States Internal Revenue Tax, \$25; State Excise Tax, \$7.50; Bond, about \$5. Book containing 50 Revenue Stamps, \$5.

Compliance with all of these provisions will enable pharmacists to sell liquors, except during prohibited hours (on Sunday and from 1 to 5 a.m.), in quantities not exceeding one pint, not to be drunk on the premises, only one sale to each person during twenty-four hours. Each sale to be registered on stub in stamp book, which must be open for inspection by any State or peace officer.

We also call attention to the fact that the sale of any fractional part of a pint requires the same stamp and same registration as above indicated. Stamp must be affixed over the cork and neck of bottle, so that when the cork is removed the stamp is destroyed.

BENZIN REQUIREMENTS.

Liquids for cleansing purposes composed of solvents which are products of coal tar or petroleum, and which have a boiling point less than 150 degrees Fahrenheit, shall not be dispensed or sold in retail drug stores, except under the following conditions:

- That they be sold only in bottles and in quantities not exceeding four ounces.
- That the bottles containing such volatile liquids shall not be filled on the premises of retail drug stores.
- That the total amount of such volatile liquid thus kept on hand shall not exceed five gallons.
- That each bottle shall bear a label printed with RED INK in legible characters, reading as follows: DANGEROUS:—BEWARE OF INFLAMMABLE VAPOR. DO NOT OPEN THIS BOTTLE IN ANY ROOM WITH FIRE, GAS OR OPEN LIGHT.

OSCAR C. KLEINE, JR., President.

FREDERICK P. TUTHILL, Secretary.

At the Manhattan offices of the State Excise Department the requirements as stated in the foregoing regarding the excise law were fully verified, with the exception that the stamp books or stubs must be open for inspection by any "special agent" of the department or peace officer, rather than by any "State" officer.

The stamp books issued in accordance with the new law have been received and are now obtainable at the Manhattan headquarters of the Excise Department, at 1 Madison avenue, and also in Brooklyn. The books are gotten up in a very neat and convenient form. Each book contains 50 gummed 10-cent stamps, serially numbered, the price of each book being therefore \$5. The book is similar to a check book. When a sale is made the pharmacist writes on the stub the name and address of the purchaser, date, quantity and kind of liquor sold. He also must write in ink his initials and the date on the stamp, which is then detached from the stub and pasted over the cork or cap of the bottle or container, so that in opening same the stamp is destroyed. Every book is numbered and each book contains a different series of numbers, so that the Excise Department has a complete record of all books sold, the amount of liquor business done by the purchaser, etc. Up to last Thursday between 60 and 70 of these stamp books had been sold by the Manhattan branch of the department.

No Advertisements Wanted.

Chas. Caspari, jr., general secretary of the American Pharmaceutical Association, with office at 109 Alsquith street, Baltimore, has sent out the customary notice to the pharmaceutical press regarding advertisements in the publications or programmes of the associations. The following is the text of the notice referred to:

To the Editor:

Sir,—I beg to inform you that at the forty-seventh annual meeting of this association, held at Put-in-Bay, Ohio, September, 1899, the general secretary was directed annually to inform the local secretary and the pharmaceutical press of the following resolution adopted at that meeting:

Resolved, That no advertisements shall be solicited or accepted for any of the publications or programmes issued by or in the name of the American Pharmaceutical Association.

Very truly yours,

CHAS. CASPARI, JR.,
General Secretary.

THE REBATE PLAN BEFORE THE COURTS.

The Park-N. W. D. A. Decision Reviewed.

Joseph W. Errant, of Chicago, the attorney for the National Association of Retail Druggists, contributes to N. A. R. D. Notes an interesting review of the decision of the Court of Appeals of the State of New York in the case of John D. Park & Sons Company, of Cincinnati, against the National Wholesale Druggists' Association. In an opening paragraph he summarizes the cause of action as follows:

"It seems hardly necessary to review here the facts in the case. There are a great many details. It may be sufficient to state that Park & Sons refused to be bound by the rules and plans of the National Wholesale Druggists' Association. They wished to do business along their own lines. The result was that the manufacturers and dealers were notified by the association of the disinclination of Park & Sons to carry on their business in accordance with the rules and plans of the association, and the manufacturers and dealers refused to sell Park & Sons. The plan of the association was the so-called rebate plan, and this Park & Sons refused to adopt, preferring to make their own terms.

"The case has traveled through the various courts in the State of New York up to the Court of Appeals, the highest court in the State. The decision unqualifiedly indorses the plans and methods of the association and finds positively against Park & Sons. The case is of great interest to the N. A. R. D. and its members, because the methods of the two associations are so similar. Opinions in the case were filed by four different judges of the Court of Appeals, and they make exceedingly interesting reading."

THE DISSENTING OPINION OF JUDGE MARTIN.

Proceeding to a critical estimate of the opinions handed down by the several judges, Mr. Errant says:

"Judge Martin represents the old school, and in presenting his opinion he very ably marshals all the important decisions which seem to him to show that the methods of the N. W. D. A. were unlawful and that the court should interfere.

"Judge Martin bases his opinion largely upon the principle of competition. He says: 'While this principle has not been thus firmly and universally settled without discussion as to whether it does not work a greater hardship than advantage by crushing our weaker competitors and causing disaster to others by reduction of prices, yet notwithstanding these arguments the consideration which the question has received has led to the conclusion that public policy required the continuance and enforcement of the rule of competition as a principle controlling in the business affairs of the various commonwealths.' Judge Martin's conclusion is that he cannot agree with the majority of the court in their opinion.

HOW THE NEW SCHOOL OF JURISTS REGARDS THE OPERATIONS OF THE REBATE PLAN.

"Judges Haight and Parker represent the new school. They see in the plans and methods of the association new principles which have come to the front under new commercial and industrial conditions. These jurists are the kind of men through whom the courts embody the new principles in judicial decisions. While they occasionally use the word competition, it is very evident that they are cognizant of the coming in of the principle of co-operation.

"Says Judge Haight: 'Is this plan against public policy? An active competition and rivalry in business are undoubtedly conducive to the public welfare, but we must not shut our eyes to the fact that competition may be carried to such an extent as to accomplish the financial ruin of those engaged therein and thus result in a derangement of the business, an inconvenience to consumers and in public harm. While public policy demands a healthy competition, it abhors favoritism, secret rebates and unfair dealing, and commends the conduct of business in such a way as to serve all consumers alike. That this is the tendency of modern times is evident from the recent discussions and legislation upon the subject of interstate commerce. One of the cardinal and chief principles of the plan adopted is the establishing of a uniform price by proprietors which necessitates the service of all persons alike throughout the United States, the proprietors subjecting themselves to the extra expense for freight, etc., in remote sections of the country. I can discover nothing in this which is detrimental to the public policy of the country. . . . In other words, the manufacturers say to the jobbers of the country, 'I manufacture a medicine that I will sell for \$1 a bottle, and it is my desire that it shall be sold at that price per bottle throughout the country. If you will take consignments of this medicine from me, billed

to you at that price per bottle, I will allow you a rebate of 10 per cent., and if I find that you are selling at a lower price than billed to you I will allow no rebate. If this arrangement is not satisfactory to you, I prefer to keep my manufactured stock on hand. These are the only conditions under which I will ship my manufactured articles." Surely, there is nothing in this approaching restraint of trade or the violation of the principle of public policy. It is simply allowing a man to do what he will with his own.'

IN ACCORD WITH PUBLIC POLICY.

"Judge Parker in his opinion points out that the association by its plan of work really anticipated the Sherman anti-trust act. He says: 'The principle which they undertake to secure in this case by contract is like that which the Sherman act attempted to secure in part—namely, equal freight rates to all interstate commerce shippers from common carriers. Before that act was passed the claim was made, and evidence was adduced in support of it, that rebates of such magnitude were allowed in occasional instances to favorite shippers that it contributed largely, if not entirely, toward driving others out of business, which was deemed so against public policy that Congress set about placing all parties on an equality as to the cost of shipping goods by interstate common carriers. Assuming, as we must, that this legislation was along proper lines for the purpose of protecting the principle of competition at a point where it seemed to be open to attack, it necessarily follows that it is in accord with public policy that these wholesale dealers should attempt to secure to themselves by contract like fair dealing on the part of the manufacturers.'

"Again, Judge Parker says: 'The term "blacklisting" refers to the course of defendants in notifying the trade that the plaintiff is outside of the association and prefers to stay out of it rather than be bound by the rules and regulations which other members of the trade regard as fairest and best to all, and insisting that the penalties of such a course shall be meted out to him—namely, that he shall not be allowed any rebate upon any of the manufacturers' goods so long as he shall retain that position. The facts alleged by them are true. The notification is a part of the plan agreed upon by all, and the plaintiff courted it rather than do business on the same basis as his competitors, who together handled about 90 per cent. of the proprietary articles sold.'

"In this expression of Judge Parker we find a clean-cut recognition of the new principle which is coming to the front—namely: that consideration must be given to the demands of a trade, or craft, or line of business, expressed by it with practical unanimity.

"These opinions of Judges Haight and Parker are so full of most interesting material that it is very difficult to make selections here and there. They emphasize the thought that the plan proposed by the association puts all dealers on the same basis, so that no one of them can obtain any special privileges, no matter how large a purchaser he may be. On this point Judge Haight says: 'The situation is not new. It is one to which the attention of the public has been frequently drawn in recent years. The great merchants possessed of large capital will persuade and induce manufacturers to sell to them more cheaply in consequence of their taking large quantities, and thus they are enabled to undersell and drive out of business the small merchants in their vicinity. I am not here,' he says, 'going to question the right of the big fish to eat up the little fish—the big storekeepers to undersell and drive out of business the little storekeepers, but I do believe that the little fellows have the right to protect their lives and their business, and if they can by force of argument and persuasion induce manufacturers to establish a uniform price-list for fixed quantities, so that they can purchase as cheaply as the great merchants and thus compete with them in the retail trade, they have the right to do so, and that no court of equity ought to interfere and restrain them from the exercise of this privilege.'"

Wanted, A Pharmacologist.

The Government is in need of the services of a pharmacologist for the Division of Pharmacology of the Marine Hospital Service. On July 15 an examination by the Civil Service Commission of candidates for that place will be held at Washington. It is very rare that a place commanding so large a salary (\$3,500 per annum) is thrown open to competition, most of the positions of that class being outside of the civil service requirements.

Candidates will be expected to exhibit a thorough knowledge of pharmacy in all its branches and, in addition, a general knowledge of chemistry. There is little likelihood of the list of applicants being crowded. Men who have the qualifications required by the Government for places of this character can command more than double the salary fixed by Congress.

THE KANSAS FLOODS.

As has been made known through the public press the Kansas or Kaw River, as it is termed locally, has risen to an unprecedented height, and inflicted a tremendous loss both in property and in life throughout its valley. In Topeka nearly 50 people were drowned and the property loss is estimated at nearly \$5,000,000. In Kansas City the damage is estimated from \$10,000,000 to \$15,000,000, while all the towns along the Kansas River have suffered grievous losses through the unprecedented flood.

The large wholesale drug house of Faxon, Horton & Gallagher, which was located in the flats near the Union Station at Kansas City, was in that section which was covered by the flood from 15 to 20 feet in depth. Romaine Pierson, manager of the Western office of the AMERICAN DRUGGIST, writes under date of June 2 that the firm were compelled to abandon their quarters after keeping pumps going two days with the vain hopes of keeping their cellars clear. The building on June 2 stood 14 feet deep in water, with 3 feet of water on the second floor. Temporary offices were opened by the firm on Monday morning, June 1, in the Coates House. Notwithstanding this big loss staring them in the face, for which there is no hope of reimbursement by means of insurance, the firm subscribed \$500 to the immediate relief fund which is supplying the needy who are quartered in the immense convention hall. The Evans-Smith Drug Company, who also contributed \$500 to this fund, are more fortunately located on the bluff and were therefore not serious losers by the flood. This concern tendered the use of their stock to Faxon, Horton & Gallagher, and on June 2 they were filling all the city orders for that firm for them. We are unable to give any details of the losses among the retail drug trade, but there is no doubt that these will be very heavy all along the valley of the Kaw River, and we extend the heartfelt sympathy of the trade in the East to the sufferers in that section.

A New Building for Faxon, Horton & Gallagher.

Faxon, Horton & Gallagher, the well-known and enterprising jobbers of Kansas City, have a new building in course of erection on the northwest corner of Eighth street and Broadway, in the heart of the jobbing district of the city. The new building covers an area of 96 x 102 feet, will have seven stories and basement, giving over 100,000 square feet of floor space, and is of fire proof construction.

Kentucky Board Pass List.

At a meeting of the Kentucky Board of Pharmacy held in Louisville April 14, 42 applicants were examined, of whom the following passed:

Eugene D. Bagby, Paducah.
George T. Barker, Waverly.
Edward W. Brown, Louisville.
Herman S. Eblen, Cairo.
August W. Gilck, Louisville.
Fred. P. Friebe, Lancaster.
James P. Freeman, Auburn.
Robert E. Gatz, Louisville.
Oscar C. Hardigg, Uniontown.
Ira Nelson Kerns, Louisville.
Gus Krekel, Louisville.
James H. B. Logan, Jr., Grandview, Ind.

Harry C. May, Louisville.
Herbert C. McKim, Burlington.
George P. Oldham, New Castle.
George W. Rademaker, Louisville.
J. B. Richardson, Lexington.
Leslie A. Rice, Richmond.
Dan'l T. Robinson, Lexington.
Julius J. Ruhl, Louisville.
William H. Strother, Big Spring.
Frank W. Ulm, Newport.

The next meeting of the board will be held at Dawson Springs July 14. Persons intending to appear for examination should have applications filed with J. W. Gayle, secretary, Frankfort, Ky., at least ten days before that time.

The Southern Drug Journal.

With the publication of the April number this year, the Southern Drug Journal, of Atlanta, Ga., entered upon the second year of its existence. Edited by Francis B. Hays, formerly of New York, where he was for ten years the assistant editor of the Druggists' Circular, our young contemporary has already taken a commanding position in the field of drug journalism. Mr. Hays has an extensive acquaintance among pharmaceutical writers, and he knows how to utilize his knowledge of men and conditions in the drug trade to the best advantage of the readers of his journal, who are regaled monthly with the best products of pharmaceutical thought and industry in literature, not the least among which are the editor's own bright and original contributions of comment and criticism on timely topics of pharmaceutical interest.

TRADE CONDITIONS IN BOSTON.

F. E. Stamm, the local organizer of the N. A. R. D. for Boston, has furnished our Boston representative with the following statement:

"The work of the N. A. R. D. in Boston and vicinity has proven conclusively that a great amount of good has been accomplished, and if a national representative had not been here to look after matters the situation to-day would probably be different. At first the organizers found conditions in a chaotic state; to-day the schedules in the different auxiliaries are being conscientiously lived up to by the trade, the one or two inevitable exceptions having been brought into line.

"A spirit of harmony and contentment will be the inevitable result of referring all differences to the local organizer as soon as possible, and thus indicate on the part of the dealers a willingness to assist in the settlement of all differences if such exist.

"To those dealers who feel that the schedule is still low I will say that it is not as high as might be desired, but in a community like Boston, where affairs were in such a bad state previous to the advent of the N. A. R. D., the work of adjusting a schedule must necessarily be slow, even with the necessary hearty co-operation of the drug trade.

"I feel that the time is not far distant when satisfactory conditions will be realized in the Greater Boston territory. It is the intention of the organizer to personally visit every dealer and the ground is being covered as rapidly as possible. Suggestions as to the betterment of present conditions will be gladly received.

"I also wish to impress upon the dealers the importance of harmony and patience in adjusting any differences, and the necessity of co-operation and union.

"The organizer strongly urges those who have not signed the Miles contract to do so at once, and to demand a similar contract from other manufacturers. The Miles contract is a happy forerunner of full prices. If druggists will only take advantage of this opportunity there will be but one result—right prices and satisfaction to all."

Passed the New Jersey Board.

At the April meeting of the New Jersey Board of Pharmacy the examination was passed successfully by the following list of candidates:

REGISTERED PHARMACISTS.

Isidore Abraham, New York, N. Y.	George Washington Rhodes, Riverton, N. J.
Arthur Garfield Ames, Vineland, N. J.	Frederic William Ritter, Cape May City, N. J.
Bernard Berg, New York, N. Y.	Charles Emmert Shillito, Waynesboro, Pa.
Herman Louis Behrens, New York, N. Y.	C. Arthur St. James, New York, N. Y.
Meyer Golob, New York, N. Y.	Herbert Schoenrich, Baltimore, Md.
George Hayes Hassell, New York, N. Y.	Charles Edward Walmsley, Trenton, N. J.
John Heisler Holcombe, Bridgeton, N. J.	Frederick Albert Wiley, Asbury Park, N. J.
William M. Kerr, Englewood, N. J.	David Weismann, Town of Union, N. J.
Anthony W. Lamy, Elizabeth, N. J.	Reuben Warshawsky, Newark, N. J.
James I. Magglo, Hoboken, N. J.	Byron Parker Wollaston, Kennet Square, Pa.
Max Markensohn, Jersey City, N. J.	
Westley General Malloy, Philadelphia, Pa.	
Joseph J. Parentini, West Hoboken, N. J.	

REGISTERED ASSISTANTS.

Ben Burstein, Newark, N. J.	John A. Schultz, Trenton, N. J.
Samuel R. Ewing, Wilmington, Del.	Harry M. White, Stanhope, N. J.
Clyde W. Heberling, Orange, N. J.	Henry J. Wackerbath, Hoboken, N. J.
Edgar Peter Kastner, Newark, N. J.	

The next regular meeting of the New Jersey Board for the examination of candidates for registration will be held in Trenton July 16 and 17. The address of the secretary, to whom applications for blanks, etc., should be made, is Henry A. Jordan, Bridgeton, N. J.

The National College Alumni.

The annual meeting of the Alumni Association of the National College of Pharmacy was held May 18, at which time the officers for the ensuing year were elected, as follows: President, E. A. Duckett; first vice-president, G. T. Mankin; second vice-president, P. C. Day; secretary, F. P. Dewey, jr.; treasurer, A. C. Fitch; curator, H. M. Bradbury; Executive Committee: J. H. Gallagher, A. W. Parker and S. L. Hilton. It was decided to give a complimentary banquet, in accordance with the custom of past years, to the graduating class, who were elected members of the association.

Old English Lavender Water.

W. S. Gill, manager of the perfumery department of W. J. Bush & Co., Limited, of London, recently sailed for his home after a stay of some two months in this country spent in investigating the conditions of the perfumery and allied trades. As a result of this visit Messrs. Bush & Co. have decided to introduce in the United States the famous fragrant old Mitcham English lavender water, distilled from selected flowers by Potter & Moore, of Mitcham. This is the oldest distillery of essential oils in England, having been founded in 1749, and it is believed that this product, which is practically unknown in the United States, will rapidly make its way in popular favor. It is true that lavender water is decidedly popular already as a toilet water, but the product of Potter & Moore is much more than this, and it is expected to prove popular as a perfume.

In discussing his experience in the United States Mr. Gill said that he had been much impressed by the alertness and business aggressiveness of the American pharmacist, which were in agreeable contrast with the ultra conservatism of the English chemists. He said that the adaptability of the American pharmacist was one of the traits which struck him most forcibly. Mr. Gill said that in England the chemist made something and then insisted upon the public taking it, while in America the chemist first found out what the public wanted and then adjusted his product to the public taste. The American pharmacist seemed, he thought, to be in much closer touch with his public than was the English chemist, who was open to criticism on account of his ultra conservatism and devotion to the purely scientific side of his business.

While in this country Mr. Gill was shown through some of the larger and more successful pharmacies in various sections of this State, and expressed himself as much surprised to see the elegance and convenience of the fixtures. It is probable Mr. Gill will visit the United States again, when he will probably take a more extended tour.

Drug Clerk Sent to Penitentiary for Error in Dispensing

William I. Rogers, a drug clerk, 23 years old, was convicted of manslaughter in the second degree before Justice Vernon M. Davis, in the Criminal Branch of the Supreme Court on June 3, because of a mistake he made in filling a prescription. The jury brought in a strong recommendation for mercy and he was sentenced to three months in the penitentiary.

Rogers was employed by Theodore Renneberg, a druggist, of 103 Ninth avenue. On November 21, 1902, while there was a rush of business in the store, seven-year-old Jennie Caputa came in and asked him to sell her 5 cents' worth of castor oil mixed with oil of almond. Instead of giving expressed oil of sweet almond Rogers dispensed artificial oil of bitter almond, which the girl carried home.

Vincenzia Caracillo, the girl's grandmother, gave a dose of the drug to a child six months old. When she saw that as a result the infant commenced to writhe in agony she tasted the medicine herself. The old woman died instantly. The child lived an hour.

A suit for \$50,000 was brought against Druggist Renneberg, who worried so much over the matter that he died shortly afterward, making the third victim of the mistake.

The National Bureau of Medicines and Foods.

The joint committee of the American Medical Association and the American Pharmaceutical Association appointed to investigate the proposed establishment of a National Bureau of Medicines and Foods met and organized on May 23 at the New York College of Pharmacy. Dr. H. H. Rusby was elected chairman and Dr. Philip Mills Jones was elected secretary. The question of the advisability of recommending the establishment of the measure proposed was not discussed. The general plan presented was carefully considered and a statement of the whole question was prepared. When those of the committee who were not present at this meeting have sent in their approval of the general statement it will be published, together with a request for opinions and criticisms of physicians, pharmacists and manufacturers.

The Vermont Association.

The next meeting of the Vermont State Pharmaceutical Association is to be held in Burlington on September 2 and 3. F. Henry Parker is the local secretary, and he is already planning for the entertainment of the association. Among the features for entertainment is to be an excursion on Lake Champlain and a banquet at Bluff Point Hotel. A large attendance is already assured.

Obituary.



E. L. MILHAU.

Edward Leon Milhau, president of the old and well-known drug house of J. Milhau's Son at 183 Broadway, died from pneumonia on the afternoon of May 26 at the residence of his daughter, Mrs. Royden Vosburgh, New Brighton, Staten Island. Mr. Milhau had gone from his home, 291 Henry street, Brooklyn, for a few days' visit with his daughter. He had been in poor health for several years, but his final illness and death were quite sudden.

Mr. Milhau's death removed from Brooklyn, where he had lived for upward of 40 years, one of its most representative men and foremost residents, and the drug trade has lost one of its oldest, best known and most highly respected members. The deceased was born in the old city of New York in 1834. He succeeded to the business of his father 19 years after entering his father's store, in 1850, and retained active supervision over its affairs until quite recently, when ill health forced him to withdraw to some extent from active participation in its conduct. Mr. Milhau came from a distinguished French family. His line of descent was unbroken from that of the Viscounts de Milhau. His grandfather, Comte Caesar Michael de Milhau, who was born in San Domingo in 1762, the son of Comte Henri Jacques de Milhau, came to Baltimore, became an American citizen, threw off his title of Comte and entered into business. In Baltimore in 1813 the firm who are now located at 183 Broadway were founded. John Milhau, Comte Caesar's son, continued the establishment, moving to New York in 1830. The original building is still standing and is now the oldest landmark on lower Broadway outside of the two churches of Colonial times—St. Paul's and old Trinity. It was the first store in New York to be flagged with marble and the first building to have an iron front.

The Milhau family are descended from Bernard, Viscount de Milhau, A.D. 937, in Rouergue, now Aveyron, France. Dr. John Milhau, the deceased's father, was born in Baltimore in 1796 and died in 1874. He was one of the most distinguished pharmacists of his day. He was the pioneer of the United States drug law of 1846 and aided in the formation of the American Pharmaceutical Association. A brother of Edward Leon Milhau was the late John J. Milhau, surgeon and brevet-general U. S. A., once a Commissioner of Charities of New York and treasurer-in-chief of the Loyal Legion. The deceased was a graduate of the College of Pharmacy of the City of New York, and had been in turn trustee and secretary of that institution. He had also been a member of the New York Board of Pharmacy. During the Civil War Edward Leon Milhau was a private in the Seventh Regiment, National Guard. He had been a member of the American Pharmaceutical Association since 1858. Mr. Milhau's life was principally a commercial one, though he took a deep interest in antiquarian research and had collected many works in relation to French families of title. Two sons and two daughters survive him, Mrs. Milhau having died in 1898.

Died.

DEWEY.—In Brooklyn, N. Y., on Monday, May 25, Charles B. Dewey, in the fifty-fourth year of his age.

MILHAU.—In New Brighton, S. I., on Tuesday, May 26, Edward Leon Milhau, in the sixty-ninth year of his age.

PRICE.—In Roanoke, Va., on Saturday, May 16, C. S. Price, of the firm of Johnson & Hilleband, Charlottesville, Va.

RAYMOND.—In Brooklyn, N. Y., on Thursday, May 21, William P. Raymond, in the seventieth year of his age.

WALLING.—In New York, on Saturday, May 23, Holmes S. Walling, in the thirty-sixth year of his age.

GREATER NEW YORK

S. E. Strong, treasurer of the N. W. D. A., was here recently.

Mr. Abbe, of the firm of Blanding & Blanding, Providence, R. I., was in town recently.

M. Kazunus, a well-known retail pharmacist of Shenandoah, Pa., visited this market a few days ago.

Harry Good, of the Carter Medicine Company, accompanied by his wife, is in Europe making his annual tour for the company.

The druggists of Bayonne, N. J., have organized a baseball team and will shortly play the druggists' team from Elizabeth.

Herman E. L. Wolff, son of the late Justus Wolff, of Jersey City, a well-known manufacturing chemist, has engaged as travelling salesman with Seabury & Johnson.

John J. Mooney, who for the past eight years has conducted a pharmacy at the corner of Grove street and Pavonia avenue, Jersey City, has moved his store to 493 Grove street.

John McKesson, of McKesson & Robbins, has returned from his trip through Egypt. He looks and feels much better as a result of his sojourn abroad.

Wm. E. Hageban, proprietor of the Dix Pharmacy at Sixth avenue and Fifty-sixth street, has made an assignment to Henry F. Bartholomew of 102 West Fifty-seventh street.

Mr. Pitten, of Pitten & Brown, druggists, who succeeded C. H. Bell, deceased, of Hartford, Conn., called on friends in the local drug market last week.

On May 24 fire destroyed the building 304-310 North Seventh street, Williamsburg, occupied as a drying room by the color works of A. B. Ansbacher & Co.

Dr. W. Kirkland, one of the proprietors of the Owl Drug Company, of San Francisco, Cal., returned from Europe last week and spent a few days in New York before taking train for home.

Hugh C. Peters is no longer connected with the importing and jobbing drug house of Thurston & Braidich, having resigned to accept a position with the New York Life Insurance Company. G. R. White succeeds Mr. Peters.

Mrs. John Uri Lloyd and her daughter, Miss Lloyd, passed through this city on May 26 on their way to their home in Cincinnati, after a brief tour through Germany, where they visited Thos. Lloyd, the eldest son of Professor and Mrs. Lloyd, who is studying at the Technical High School in Darmstadt.

Charles H. La Wall, of the scientific staff of the Smith, Kline & French Company, Philadelphia, was a welcome visitor last week. He is now engaged in some chemical determinations of the value of infants' foods for an eminent New York paediatrist.

The Kings County Pharmaceutical Society will hold a regular meeting on Tuesday, June 9, 1903, at 2.30 p.m. This will be the last meeting of the summer and matters of importance are coming up. The president will announce committees for the year at this meeting.

Theodore Burt Sayre, son of druggist T. H. Sayre, of 814 Sixth avenue, and a graduate of the New York College of Pharmacy, is a playreader for Charles Frohman. He is himself a playwright, having written a number of clever plays. He formerly clerked in his father's store.

Among recent out-of-town guests at the Drug Club were F. W. Crandall, of San José, Cal.; Geo. W. Besett, of Burlington, Vt.; H. W. Waldron, Syracuse; George Gorham, of Albany; T. W. Sweet, of Waterbury, Conn.; E. Sparrs, Cologne, Ger-

many; E. A. Merryman, of Herkimer, N. Y., and F. W. P. Brünig, of Atlantic Highlands, N. J.

As a result of the conferences between manufacturing and wholesale druggists and members of the Eastern Branch of the State Board of Pharmacy, it is likely that the trouble over the labeling of poisons will be adjusted in a way satisfactory to all concerned. The law appears to be plain as to wholesalers and they are labeling packages in accordance with that provision of the statute. Manufacturers of morphine and similar tablets or preparations containing a large percentage of poison will probably be required to label each package when it is put up.

Mayor Low gave a public hearing on Tuesday of last week on the new regulations prepared by the Municipal Explosives Commission to govern the storage and sale of combustibles within the city limits. Dr. Wm. J. Schieffelin, representing the Drug Trade Section of the Board of Trade, was among those who attended the hearing. Speaking for druggists, he said the regulations concerning drugs and chemicals were, upon the whole, generally satisfactory. No one spoke in opposition to this part of the ordinances and it is probable that they will be approved by the Mayor in their present form.

New Freight Classification on Drugs and Medicines.

The Official Classification Committee of the Trunk lines, whose headquarters are in this city, have announced a new freight classification, to take effect on June 1 and to apply on all railroads in Trunk Line territory. Among many changes made are several of interest and importance to the drug and allied trades. Some of the items in the new classification follow:

	Classes.	
	Less than carloads.	Carloads.
Advertising matter, printed, boxed or in bundles, P. E., c. l. min. wt. 24,000 pounds.....	1	3
Ammonia:		
In carboys, c. l. min. wt. 24,000 pounds.....	5	5
In iron cans.....	1	5
In iron cans packed in cases.....	3	5
In barrels or iron drums.....	R. 26	5
Dry, in jars, packed, c. l. min. wt. 24,000 pounds.....	1½	3
Bromine, in glass, packed in boxes, c. l. min. wt. 24,000 pounds.....	1	3
Bromine, in iron drums.....	1	3
Drugs and medicines, N. O. S., in glass, packed, c. l. min. wt. 24,000 pounds.....	1	3
Dyes, Alizarine or Aniline:		
In cases, c. l. min. wt. 24,000 pounds.....	1	3
In kegs or barrels, c. l. min. wt. 24,000 pounds.....	2	3
Juice and juices, N. O. S.:		
In glass or earthenware, packed.....	1	3
In cans, packed in cases.....	2	3
Medicines:		
Patent, N. O. S., in glass, packed in wood, c. l. min. wt. 24,000 pounds.....	1	3
Ditto, in glass, packed.....	1	3
Oils, essential, in cans or glass, boxed, c. l. min. wt. 24,000 pounds.....	1	3

Reforms at Bellevue.

The City Club, of New York, has conducted an investigation into the present management of the Department of Charities, and in their report, made public on May 25, the general drug department, of which the late Dr. Charles Rice was chemist and general superintendent, receives the following mention:

On March 24, 1902, Wolfram E. Dreyfus, Ph.D., who was at the head of the civil service eligible list and who was otherwise highly recommended, was appointed to the position of chemist, to succeed Dr. Charles Rice, who died in May, 1901. In March, 1902, 18 men receiving salaries to the amount of \$7,770 annually were on the payroll of the general drug department. In addition the apothecaries' mess was maintained at an annual cost of \$4,000, making the total outlay, approximately, \$11,770 for employees. On May 1, 1902, the mess and sleeping quarters were abolished and the salaries of the better class of helpers were increased. Six men were dismissed as being of no use to the department. In April, 1903, 12 employees were conducting efficiently the work of the general drug department, and the annual salary list was \$10,447.

The chemical laboratory, which for a long time had been unused, is now utilized to examine systematically a large number of technical and food supplies. In many cases accidental as well as deliberate adulteration has been discovered and checked. Under the class system of contracting for supplies in bulk before 1902 many large specialty houses were excluded from bidding, so that a few wholesale drug houses practically had a monopoly of furnishing drugs to the department. This system was superseded by a single item bidding,

under which every house is allowed to bid upon those goods which it is best able to supply. This new system of bidding has resulted in a saving of from 18 to 25 per cent. of the former price of drugs and chemicals, excepting a few articles which are controlled by combinations.

Since November, 1902, the department has been receiving from the United States Government the benefit of tax-free alcohol. This will result in the saving of \$21,000 in 1903 for the Department of Charities and for Bellevue and allied hospitals. Since the establishment of the general drug department 20 years ago only taxed alcohol has been used. If proper steps had been taken at any time during that period the department could have availed itself of the privilege which it has at present from the Government. The saving due to securing tax free alcohol has an additional effect. The department is now able to buy alcohol at a nominal price of about 34 cents a gallon; for this same quality manufacturers must pay \$2.42 a gallon. The department is therefore in a position to make most pharmaceutical preparations at a price beyond all competition from outside manufacturers. One instance alone will show the extent of this saving. Before 1902 absolute alcohol cost the department about \$5.75 a gallon; at present the general drug department is preparing absolute alcohol from tax free alcohol at a cost of 50 cents a gallon. The one item of absolute alcohol formerly cost the Charities Department about \$500 a year.

WESTERN NEW YORK.

Business Quiet—Cutters Still Cutting—Many Fined for Violations of Pharmacy Law—George Reimann Re-elected.

(From our Regular Correspondent.)

Buffalo, June 4.—Some bad weather has spoiled trade a few times of late, so that the good report made earlier in the season is somewhat modified. The druggist dreads nothing so much as a rainy evening in warm weather. It cuts off his fair candy and soda water customers, and brings nothing in to make up for the loss. The Trade Committee of the Erie County Pharmaceutical Association is watching the cut-price people, but is taking no particular action further than to counsel the trade generally to meet the cuts far enough to protect their trade. The cutters are said to be few, but they are active and appear to be prepared to continue their practices. In spite of the harm they are doing the city trade it appears to be in better shape than formerly. Buffalo is growing pretty fast and the number of new drug stores has not increased much for some years.

THE WESTERN BRANCH OF THE STATE BOARD OF PHARMACY

has 15 applications for the next examination, which will be held a week late on account of the meeting of the State Pharmaceutical Association. The branch has been after the violators of the law in the district and has lately fined the McCarthy store at Jamestown \$100 for not registering, this being a second offense. For the same and other offenses the Taylor store at Middleport has been fined \$25, and Webber & Gardner of Middleport paid \$100 for running three months without a pharmacist. Others are listed for similar offenses.

BRIGHT PROSPECTS FOR THE STATE MEETING.

President Stoddart, of the State Pharmaceutical Association, is getting a very flattering return to his personal letters to State druggists inviting them to join the association. Applications for membership are coming in every day, so that the list ought to be a very pretty one by the time of the meeting of the association. He is easily able to show why every druggist in the State should become a member, if for nothing further than to give that body the necessary strength for legislative work. He is unfortunately very busy with city duties, so that his annual address will have to be prepared in more haste than he would like. Having been made chairman of a special committee of the Buffalo City Council, he is engaged in taking care of its interests in a fight between union and nonunion labor in the matter of a plumbing contract for the city schools. The unions have set up the fight against the lowest bidders, because they do not employ union labor exclusively. There is no decision yet as to what the city will do.

Fire in the Oldbury Chemical Works, at Niagara Falls, on May 31, did about \$100,000 damage, the plant being isolated from the city hydrants. By a secret electrical process the company manufacture yellow phosphorus and potassium chlorate. The electrical apparatus was easily ruined by the fire and water.

Secretary Reimann, of the Western Branch of the State Board of Pharmacy, issued a decidedly unique card on June 1 as a last reminder of the election to the board on the 3d. It was headed "Lest You Forget" in black letters, with the date

of the election following. If there had been any contest this ought to have been sufficient to bring out the voters, but there was none, Mr. Reimann having been unanimously re-elected.

ALBANY NOTES.

(From our Regular Correspondent.)

Albany, N. Y.—Owing to the fact that the pure food law which was enacted by the last legislature went through without an appropriation, the Department of Agriculture, which is charged with the enforcement of the law, will be able to accomplish but little this year. Commissioner Welting states that he is in hopes of saving enough money out of the general appropriation for the department to obtain a chemical analysis of about 150 foods and canned goods manufactured and sold in this State. He will submit the result of this examination to the next legislature in the form of a report, and he believes the conditions will be found to be so startling that an appropriation will be made to carry out the provisions of the law. It is charged that many foods on the market are composed of deleterious substances, and that many goods are falsely branded to increase their money value.

J. W. Heller & Co., of this city, have opened one of the finest and best equipped drug stores in the lower section of Albany. The store, which is located on South Pearl street, is finished in Flemish oak and marble. The arrangement of casings, counters, etc., makes it more than ordinarily convenient for the accommodation and serving of customers. The proprietors are genial, courteous gentlemen, and are bound to win a first-class patronage.

Programme of the Utica Meeting of the N. Y. S. P. A.

The official programme for the twenty-fifth annual meeting of the New York State Pharmaceutical Association at Utica, June 16, 17 and 18, has been issued by the secretary. The convention will be held in the Auditorium, on Hopper street, while headquarters will be established at the Butterfield House, the leading hotel in Utica. The division of business has been arranged as follows:

TUESDAY, JUNE 16.

10.00 a.m. First or Opening Sitting.

Remarks by President Thomas Stoddard; Address of Welcome by Hon. Charles A. Talcott, Mayor of City; Response; Address of William B. Bunker, President of Local Association; Response; Announcement by William Blakie, Chairman of Entertainment Committee; Annual Address of the President; Applications for Membership; Reports of Officers; Miscellaneous Business.

2.00 p.m. Second Sitting.

Reading of Minutes of Previous Sitting; Election of Members; Applications for Membership; Announcement of Committee on Credentials; Report of Committee on Legislation; Report of Committee on New Remedies; Reading of Special Papers; Report of State Board of Pharmacy; Miscellaneous Business.

WEDNESDAY, JUNE 17.

9.00 a.m. Third Sitting.

Reading of Minutes of Previous Sitting; Election of Members; Applications for Membership; Reports of Delegates to other Associations; Report of Committee on Credentials; Reception of Delegates from other Associations; Announcement of Committee on Next Place of Meeting; Report of Committee on President's Address; New Business.

12.00 noon. Election—State Board of Pharmacy, Middle Section.

1.00 p.m. Fourth Sitting.

Reading of Minutes of Previous Sitting; Election of Members; Applications for Membership; Reports of Special Committees; Report of Committee on Trade Interests; Miscellaneous Business.

THURSDAY, JUNE 18.

9.00 a.m. Fifth Sitting.

Reading of Minutes of Previous Sitting; Election of Members; Applications for Membership; Report of Committee on Pharmacy and Queries; Report of Committee on Adulterations; Election of Officers; Report of Committee on Next Place of Meeting.

FRIDAY, JUNE 19.

9.00 a.m. Sixth Sitting.

Reading of Minutes of Previous Sitting; Election of Members; Applications for Membership; Installation of Officers; Announcements of Standing Committees; Unfinished Business; Adjournment.

The following is the programme of entertainment provided by the local committee and druggists of Utica:

TUESDAY.

3.00 p.m. Ladies Reception; parlors of Butterfield House.

9.00 p.m. President's Reception at Butterfield House. Dancing.

WEDNESDAY.

9.30 a.m. Trolley Ride for the Ladies to the beautiful village of Clinton, where Hamilton College is located. The cars leave the Butterfield House at 9.30 a.m., sharp.

4.00 p.m. Trolley Ride for All to Summit Park—Utica's favorite summer retreat. The cars leave the corner of La Fayette and Genesee streets at 4.00 p.m., sharp.

9.00 p.m. Banquet; Masonic Temple.

THURSDAY.

1.00 p.m. Trolley Ride to Little Falls, passing through a portion of the beautiful Mohawk Valley and the villages of Frankfort, Ilion and Herkimer. Group picture to be taken at Little Falls.

8.15 p.m. Grand Vaudeville Entertainment in the Auditorium, given by the Commercial Travelers' Auxiliary. Dancing afterward.

The State Hospital may be visited any day during the Convention, between the hours of 10.00 a.m. and 2.00 p.m.

The Masonic Home may be visited any day between the hours of 2.00 and 4.30 p.m.

The New York State Board of Pharmacy.

The election of a member for the Middle Branch of the New York State Board of Pharmacy to succeed Charles B. Sears, of Auburn, N. Y., whose term expires January 1, 1904, will be held in the city of Utica on Wednesday, June 17, at 12 o'clock noon. All licensed pharmacists and druggists residing in the middle section are entitled to vote.

A member of the board to succeed William Muir, of Brooklyn, on the Eastern Branch, will be chosen at an election to be held in the rooms of the Kings County Pharmaceutical Society, 265 Nostrand avenue, Brooklyn, on June 29. All members of incorporated pharmaceutical societies who are registered pharmacists and residents of Brooklyn are eligible to vote.

MASSACHUSETTS.

The Annual Meeting of the College—Registered by the Board—Anti-Trading Stamp Bill Signed—State Manufacture of Antitoxin.

(From our Regular Correspondent.)

Boston, June 3.—The annual meeting of the Massachusetts College of Pharmacy was held at the college building last Monday. The various reports of the officers and committees were considered, that of the treasurer being especially satisfactory. It was voted to discontinue the sending of a drug journal to members of the corporation. The following trustees were elected for terms of five years: William W. Bartlett, Ph.G., Thomas B. Nichols and George E. Coleman, Ph.G. It was voted to establish a Building Fund, the money at present being obtained from the major portion of the interest derived from the donated funds. Upon request it was voted to call the new scholarship "The Eastern Drug Company's Scholarship."

THE ALUMNI ASSOCIATION

is considering the question of issuing a journal, and the matter is being discussed by a committee, of which Dr. Piper is chairman.

REGISTERED BY THE BOARD.

During May the Board of Pharmacy held four examinations, at which the following candidates were successful: Joseph E. Chenette, Springfield; Florence A. Eichorn, Boston; Joseph C. Ross, Wakefield, R. I.; William L. Cooke, Boston; Burke L. Grindle, Boston; Herbert A. Rice, Boston; John F. Shea, Boston; Harold E. Gove, Malden; Louis H. Graves, Boston; Harry H. Butler, Haverhill; Evan G. Goodale, Brattleboro, Vt.; Robert Hart, Chelsea, and John W. O'Connell, Ware. Miss Eichorn and Messrs. Gove and Goodale are recent M. C. P. graduates. The board is holding examinations this month.

TRADING STAMPS BARRED IN MASSACHUSETTS.

Many druggists will be pleased to learn that the Governor has signed the trading stamp bill, for the distribution of these stamps has become an expensive nuisance and in more than one instance it has played havoc with the N. A. R. D. schedule. The meaning of the measure is not clearly understood, but it is aimed to regulate in a way the distribution of trading stamps. Its constitutionality will have to be determined by the Supreme Court.

THE ANTITOXIN AND VACCINE VIRUS

subject is still under discussion in Beacon Hill, and the Legislators are somewhat at loggerheads over the question of whether the Board of Health shall prepare these agents at Bussey Institute or the Board of Agriculture manufacture vaccine virus at Amherst. There has been a multiplicity of amendments covering these ideas. If the matter is settled in favor of the Board of Health Howard University has offered to erect a building at Bussey Institute to be exclusively used in preparing these agents, and upon which the State will pay annually 4 to 5 per cent. of the cost.

CONVENTION MONTH.

This is convention month in New England. The Maine M. S. P. A. meets at Rockland Breakwater on June 29 and 30, with headquarters at Hotel Samoset. The New Hampshire

S. P. A. convenes at the Weiss on June 23 and 24, and the Connecticut S. P. A. members will meet at Bridgeport on June 16. The Massachusetts S. P. A. holds its annual meeting at North Adams, next week, in accordance with its programme June 9. At the first session Reports of officers and committees; card party in the evening. June 10, morning. Unfinished business; reading of papers; trolley ride to Pittsfield. Afternoon. Unfinished business; election of officers and members. Evening. Reception and banquet. June 11. Installation of officers and trolley ride to Williamston. The following committees will have charge of the various functions: Pittsfield trolley ride, F. E. Mole and H. J. Darby. Reception, F. E. Mole, G. E. Hastings, J. A. Rice, E. A. Benjamin, E. C. Blossom, P. C. Farley, F. E. Severance and J. Wells Thompson. Entertainment, P. C. Farley, P. J. Malone, G. A. Hastings, J. A. Rice, P. A. Chambers and C. M. Farley. Banquet, F. E. Mole, G. A. Hastings and J. H. Crum.

AN ALLEGED DRUGGIST'S ERROR.

A case of poisoning occurred at Long Island Almshouse Hospital last month through an alleged error on the part of the druggist. It is asserted that on May 8, four patients were given eight times as much strychnine as the physician ordered. One died the same day, another died two or three days later, and the other two recovered. The trustees investigated the matter and discharged the druggist with a two weeks' notice. The report states that the druggist "had previously borne an excellent record for character and ability." One of the trustees dissents from the finding of the majority and has laid the matter before the Mayor.

BAY STATE ITEMS.

E. M. Roche, of South Deerfield, was burned out on May 28. His loss was \$4,000.

Harold E. Gove, Pharm. D., '03, has entered the employ of J. G. Godding, Ph.G., 278 Dartmouth street.

Hon. Gorham D. Gilman, of Gilman Bros., celebrated his eighty-first birthday May 29. He received many congratulatory telegrams.

Clough & Shackley, corner of Charles and Beacon streets, have been succeeded by Charles A. Blair, Ph.G., and James D. Dow.

Eric H. B. Mackay, charged with shooting Herman F. Holbrook, at the United Drug Company's building, has been held under \$3,000 bail for the Grand Jury.

P. J. Donahue, Milford, is soon to open a finely appointed store; soda will be drawn from a 12-foot onyx fountain supplied by the American Soda Fountain Company.

As Walter E. Nickols, of 156 Chandler street, and his clerk, Oscar A. Smith, were about to close the store recently they discovered a man trying to rifle the money drawer. Despite his struggles they held him until a policeman appeared.

On May 28 the Young Women's Christian Association of Lowell received a gift of \$40,000 from Frederick F. Ayer, of New York, to be used for the construction of a new building. Mr. Ayer has also given \$50,000 to the Lowell Textile School to clear the debt on Southwick Hall.

The American Soda Fountain Company have just sent fountains to the following concerns: W. C. Hawkes, Waterville, Maine; F. E. Lovell, Newport, N. H.; F. M. Hugh, Worcester, and J. W. James, Westboro. Carbonators have been supplied to these firms: F. H. Wingate, Nashua, N. H.; H. I. Hough, Providence; Anders Thomasson, Lowell, and G. D. Brown, South Boston.

NOTES OF THE TRAVELERS.

W. F. Maloney, an occasional visitor in the interest of the Philadelphia house of Loudon & Hill, sponges and chamois, was in Buffalo a season early in June doing a good business.

George Lueders & Co. again send us their regular representative, Edward V. Killen, who is always able to sell a quantity of essential oils and drugs on his regular route.

Charles A. Loring went the Buffalo round late in May and covered the list of his customers in his usual taking fashion, selling the specialties of Powers & Weightman of Philadelphia.

Edgar G. Reynolds still spends two days a week in Buffalo in the interest of the Syracuse wholesale house of Charles Hubbard & Son, giving the rest of the time to the rest of the district.

The Mallinckrodt Chemical Works were ably represented in Buffalo at the end of May by the regular salesman of the house, E. T. Green, who is not as often this way as some of the others on the list.

PENNSYLVANIA.

The Board Membership—An Arch Street Cutter Ignores the Schedule—Department Store Drugs—Co-Operative Jobbing a Success—Drug Clerks Want Shorter Hours.

(From our Regular Correspondent.)

Philadelphia, June 4.—There is considerable quiet work being done among the druggists in this city, who are endeavoring to have the Governor select another member of the Pennsylvania Pharmacy Board when the term of H. C. Porter expires. It is claimed that Mr. Porter should not be nominated, as there is another member of the board, Mr. Davis, who comes from the same district. This city, it is thought, should have representation, and a fight is being made to have W. L. Cliffe appointed to succeed Mr. Porter. There is no better posted druggist in this city than Mr. Cliffe. He takes great interest in everything pertaining to the drug trade, and besides is well liked by all those who have come in contact with him. It is believed that if the druggists were allowed throughout the State to vote for members of this board that a better representation would be secured. This is an appointment of the Governor. Already he has been seen by a number of influential druggists in the interest of Mr. Cliffe, and it is thought that unless politics is brought to bear upon Governor Pennypacker he will choose a druggist from this city.

THE PRICE SCHEDULE STILL HELD UP.

Although the officers of the Philadelphia Association of Retail Druggists claim that the new plan is working all right, it is intimated that before long there will be a break and many of the druggists will go back to the prices which were in effect prior to April 1. The St. Cloud Pharmacy, Seventh and Arch streets, has broken loose. This drug store was waited upon by members of the association and every effort was made to get the proprietor to live up to the new price-list. He refused to do so and now he advertises "the only store that is not in the trust." So far the plan has been fairly successful. Every previous attempt to get the druggists interested in a restoration of prices has been a failure. Nearly 600 retail druggists agreed to put up the price of proprietary articles, and with a few exceptions they have abided by their trust. It is now thought that as there has been one break that more will follow, but every effort is to be made to keep the druggists in line.

DEPARTMENT STORES ENTER THE DRUG TRADE.

At last the department stores of this city have broken into the drug trade. For some time past several of them have threatened to do so, and some have in a small way started up the sale of certain drugs. Now Snellenberg's intend to go into the retail drug business on a large scale. The retail store is to be located on the ground floor and the laboratory on the sixth floor. Arrangements have been entered into with a graduate of the Chicago College of Pharmacy to conduct the laboratory, and the retail department is to be in charge of a graduate of the Philadelphia College of Pharmacy. It is believed that other large stores will follow suit. Some time ago Gimble's announced that they were going to enter into the retail drug business, but before any start was made they were induced to drop the matter. It is said this house postponed the opening up of a drug department only so long as no other department store started up one.

CO-OPERATIVE JOBBING SUCCESSFUL.

On June 2 the quarterly meeting of the stockholders of the Philadelphia Wholesale Drug Company, Limited, was held. After the weighty events of the meeting were discussed a banquet was given, and for a while prices of drugs and proprietary articles were forgotten. The treasurer of the company showed that the business was constantly increasing, and for the first six months, ending May 31, the revenues were greater than they were for the preceding year. There has been a large increase in the business of the association. The members are the retail druggists of this city. The officers are the most prominent and up-to-date business men, and the affairs are conducted with complete system. All the members are stockholders. The capitalization of the company is only \$15,000. It is said that it is to be increased to \$100,000. When this is done larger quarters are to be secured and a greater variety of goods are to be kept on hand. Considerable of the success of the company is due to the management of Mr. Rohrman.

DRUG CLERKS RESTIVE.

There is considerable talk about what the drug clerks intend to do. They are of the opinion that there will be no trouble experienced in getting the employers to give in to their

demands. One of the schemes is that the drug stores are to be divided up into districts. In these districts there is to be only one drug store opened on Sunday. The hours are to be shortened and there is to be a demand made for an increase in pay. It is also proposed to close all drug stores at 9 o'clock each night.

PHILADELPHIA NOTES.

C. D. McLaughlin has been sick for some time past. This is especially aggravating to Mr. McLaughlin, as he is a great lover of fishing. However, the fish will have a rest.

H. D. Taylor, Eighth and Federal streets, Camden, N. J., has purchased the store at Third and Arch streets, in that city. It was formerly called the "Collins Pharmacy."

W. Lum, who conducts the drug store at Sixth and Buttonwood streets, has gone to California. He will be absent three months. Mr. Lum has been in ill health for some time and it is thought the trip will be of great benefit to him.

During the recent meeting of the Knights Templars in this city there were in line many of the druggists throughout the country. A number of these druggists combined pleasure with business, and gave a number of large orders to the local houses.

Freeman & Pettyjohn have removed from their store on the southeast corner of Sixteenth and Race streets to the northeast corner across the street. The new store is larger and much handsomer than the old one, and gives them a splendid opportunity to display goods.

Morse & Moore Company have added another store to their charge, they having purchased the drug store at Fifty-third and Market streets. This store will be under the supervision of James Moore, who has taken up his residence in the dwelling portion of the building.

M. N. Kline, who has been attending a peace conference at Mohawk Place, has returned. He was benefited by the change, and is now in the mood to make concessions rather than to begin strife with his neighbor. However, it is a good thing to talk peace a long distance from the scene of daily troubles.

F. H. Riedenauer, who has been out of the drug business for some years, after completing a trip around the world has returned to his old love. He has purchased the drug store located at Germantown avenue and Vanango street. He has already started in to make extensive alterations. Mr. Riedenauer is popular in that section of the city and will no doubt renew his former success.

The trustees of the Philadelphia College of Pharmacy are still hunting for a good up-to-date hustling man to fill the position of actuary of the college. So far none of the applicants have filled the bill. Some of the members are of the belief that a man will have to be born specially to fill all the requirements expected by every member. 'Tis a fact, however, that there is a disposition to bring more up-to-date measures into play in conducting the affairs of the college, and the new actuary will have considerable more responsibility than any previous one.

NOTES OF THE TRAVELERS.

A. B. Wilson, who represents Herf & Frerichs of New York, has returned from a successful trip through the State.

Rudolph Wirth, of Fougere & Co. of New York, was again with us and during his visit secured many orders.

William McIntyre has returned from a pleasant trip to the interior of the State. He visited the scenes of his childhood.

C. M. Nelson, a representative of H. K. Wampole & Co., who has been traveling through the West, is again quartered in the City of Brotherly Love.

W. E. Koons, of the Emerson Drug Company, has been making frequent visits to New York attending the trial of Bromo Soda vs. Bromide Seltzer.

Fred. Fenno, the representative of Wallace & Co., manufacturers of Sayo Mints, is in the city seeking to stock all stores with his goods.

Charles M. Edwards, of Gilpin, Langdon & Co., has closed up his headquarters in this city and has opened his new office in Newark, N. J.

Albert Swisher, the representative of Johnson & Johnson in this State, has recovered from his illness and is now out on the road again taking in large orders. J. F. Maurice, the local agent of the company, who has been doing Mr. Swisher's work while he was sick, is now again calling on his customers in this city.

OHIO.

Druggists Fail to Stand Together—Telephone People Triumph—Cutters Can't Get Miles' Goods—Details of the Plan Must be Carried Out—Which is Friend, Which is Enemy?

(From our Regular Correspondent.)

Cincinnati, June 4.—In an authorized statement issued by the Ohio Valley Druggists' Association, a frank confession is made of the failure of the druggists in the negotiations to secure better treatment from the local telephone monopoly. In the statement as made, it is said: "After two months of careful work looking toward a more equitable arrangement with the telephone company, we are humiliated by an absolute defeat inflicted by the druggists themselves. The committee intrusted with the matter had taken hold in a guarded, business like manner, relying upon such support only as they might reasonably expect would be given them without in any manner interfering with the individual's business affairs. All they required was a little backbone displayed by the druggists at large, and the fight would have resulted in a glorious victory. Every move was made only after careful deliberation, and with a view of weighing its ultimate effect, and just at the time when success was in our hands we had to fail for the reason that our members lacked a little courage. All that was needed was a refusal to sign the contract until the last day. Had this been done, the telephone company would have been ready to make concessions before that time. Imagine, however, the committee's surprise when, after it had taken the final stand, it was informed that with but few exceptions those whose contracts expired on May 1 had signed during the preceding days. The careful work of weeks had simply been wasted. There now remains nothing for the druggists of our city to do but to give their whole support to an independent company. This work will be commenced within the next few days, and, while more troublesome, will bring us just and equitable treatment in the end."

DESPERATE EFFORTS TO GET AROUND THE MILES PLAN.

Local members of the N. A. R. D. have recently completed an investigation of an attempt to avoid the conditions of the Dr. Miles Medical Company's serial numbering contract. The L. Richardson Drug Company, of Greensborough, N. C., a large jobbing house, have received an order for "1 gross each of Dr. Miles Medical Company's different remedies" from one F. H. Williams, of 18 Garfield Place, Cincinnati. The writer stated in his letter to the Richardson Company that he was from North Carolina and was now "in a position to do a good business" in handling these preparations. He also wanted a price on Peruna, "in say a lot of 144 gross," and assured the Richardson firm that he was not a cut-rate man. He concluded his letter by the statement that "There is a great fight on here over the Miles goods and we can scarcely get them at all." The L. Richardson Company had signed the Miles Wholesale Agency Contract and under the provisions of that contract refused to fill the order for Miles' goods on the ground that Williams' name was not on the Miles list of retail agents. For the purpose of ascertaining the standing of Williams as a retail druggist at Cincinnati, a request for information was addressed to a well-known Cincinnati member of the N. A. R. D., whose reply in substance was as follows: "I have looked up F. H. Williams, and the only person by that name I can find is given by the city directory as a student. There is no druggist of that name in Cincinnati. The address given is only a short distance from one of ———'s stores, the inference being that the goods were intended for a well-known and aggressive cut-rate dealer. I was glad to hear from you and believe that the facts in this case tend to bear out the claim that the direct contract and serial numbering plan is the only adequate remedy for price cutting."

DEALERS MUST STAMP OR WRITE THEIR NAME ON MILES' GOODS.

Attention has been called in Cincinnati to a rather common violation of one of the terms of the Miles serial numbering contract, which will likely cost some dealer who is found guilty of violating the provision \$48 for each offense. Representatives of the Miles Medical Company who are said to have been making an investigation in the local field say they have found a number of violations of this particular condition, which no doubt has been the result of oversight. It is now insisted that there has been sufficient warning and legal proceedings will be promptly instituted if the condition of the Miles contract which requires the dealer to stamp or write his name and address on every package. It is contended that with the name and address on each package in legible writing, it not only becomes necessary for the cut-rate dealer to destroy

the parts of wrapper and label where the number has been affixed, but he will also have to remove the name.

FRIEND OR ENEMY?

In this connection a public warning has been issued by the Ohio Valley Druggists' Association under the caption, "Friend or Enemy?" The notice in substance reads as follows: "Retail druggists of the country, remember that manufacturers and jobbers willing to take up the contract and serial numbering plan are your true friends. Look for your enemies among those who will not take it up. Allow no opportunity to pass without impressing upon every manufacturer and jobber, either direct or through representatives, that you want the direct serial numbering plan."

MINOR NEWS NOTES.

The regular quarterly meeting of the Ohio Valley Druggists' Association was held at the Odd Fellows' Temple May 6.

Cincinnati druggists are complaining of the fact that they cannot secure competent drug clerks.

Arrangements are being made by the O. V. D. A. for the annual summer outing, for which suggestions are now being received.

Robert C. Ferguson, who conducted a large retail drug store at May and McMillan streets, died last month after a brief illness.

Ralph Freiberg, a well-known Walnut Hills druggist, was thrown from his buggy in a runaway accident and was seriously bruised.

ILLINOIS.

Booming the Annual Meeting of the State Association—A Large Attendance Anticipated at Bloomington—Progress of the Women's Pharmaceutical Association—Speakers at the Reception—Treatment Accorded Women Pharmacists—Murder of a Doctor-Drug Clerk.

(From our Regular Correspondent.)

Chicago, June 1.—"On to Bloomington" is the cry which is stirring up the drug trade of Illinois at present. The annual meeting of the Illinois Pharmaceutical Association is to take place there June 9 to 11, and as the Pharmaceutical Travelers' Association will meet at the same time it is expected that the joint affair will be a great success. This is the first annual meeting of the newly organized Travelers' Association, and also the first at which the pharmacists have admitted another organization. It is expected that fully 300 will be in attendance. About 150 will go from Chicago on the "pharmaceutical special," which has been secured by the "R. H." Committee, of which Mr. Bodemann is chairman, Walter Gale occupying the humble position of "janitor," according to the announcements. The committee assures delegates that the train will consist of sound proof and fire proof cars.

Great trouble has been experienced heretofore because of the slender attendance at these meetings. The travelers were invited to hold their convention at the same time, in order to stimulate interest and to attract a larger attendance. Every indication is that the plan will prove highly successful. It is argued, too, that the gathering will be more influential and that a better consensus of opinion can be secured on all questions related to the drug trade. Frank L. E. Gauss is president of the travelers' organization, and he is stirring things up locally at a great rate.

INTEREST IN THE NEW COCAINE LAW.

The new cocaine law is one of the matters which will come up for consideration. There will be a banquet on the first day at which Mr. Gale will be toastmaster. Many entertainments have been provided for, and there will be a number of athletic events for the travelers at which lots of prizes will be competed for.

PROGRESS OF THE W. P. A.

The Women's Pharmaceutical Association's reception in the Northwestern University rooms, at Lake and Dearborn streets, proved to be a social event of much interest. All who were in attendance said they were not only much pleased with the progress of the work done by the association, but that they also spent a most enjoyable evening. There were about 100 present. The addresses were the principal feature of the evening, but there was music also and refreshments at the close of the programme. Albert E. Ebert delivered one of the prin-

cipal talks of the evening. He told of women who had been druggists here from 1857 to the great fire, and also gave some facts concerning the pioneer druggists of Chicago. Prof. C. S. N. Hallberg, as the representative of the American Pharmaceutical Association, spoke of the position of women in pharmacy and their relation to the American Pharmaceutical Association. Dr. Frances Dickinson talked of women in the professions. She said that women in pharmacy would probably receive better attention than elsewhere. Medical men were anything but cordial to women in their profession, she declared; lawyers gave them even less consideration and theologians none at all.

MURDER OF A DOCTOR-DRUG CLERK.

Dr. John Forbes, clerk in A. C. Brendecke's store at Peoria and Randolph streets, was murdered on the night of May 29 while at work. The two men who did the shooting escaped. Accounts of the affair differ, and it is not entirely certain whether the shooting was done by thieves or "dope fiends." One theory is that the intruders were after drugs. There are many slaves of morphine and cocaine in the neighborhood, and it is said that the men were evidently addicted to something of the sort. George Lemsrott, another clerk, was in the store also. The men said "Don't move" when they entered. Forbes got up as if to get a revolver and was shot. Forbes was 47 years of age and formerly had a good practice. He lost this and his fortune, and then his wife died. He then took a position as drug clerk in the store under his former office. His arms were found to be covered with hypodermic needle scars.

PROF. ALBERT SCHNEIDER GOES TO CALIFORNIA.

Dr. Albert Schneider, who has been professor of botany, pharmacognosy and bacteriology at the Northwestern University School of Pharmacy for the past five years, has recently been appointed to the chair of botany, materia medica and pharmacognosy in the California College of Pharmacy, to fill the vacancy created by the death of Prof. J. J. B. Argenti some months since.

CHICAGO AND THE WEST.

At Clinton, Ill., H. Y. Hensley has purchased G. W. Corder's store.

J. M. Bickford has purchased J. K. Eshelson's store at Sterling, Ill.

J. J. Niehart has secured control of his brother's store at South Boardman, Mich.

Ferguson & Stewart have started a new store at Indiana Harbor, Ind. Mr. Stewart was formerly a clerk at La Grange.

F. A. Druebl, of Druebl & Franken, Salt Lake City, passed through Chicago recently on his way to Europe.

The S. F. Hart Medicine Company, with a capital of \$50,000, have been incorporated in Illinois. They will do business at East St. Louis.

The Smith Drug Company store at Mankato, Minn., has been bought by J. M. Doxey. Mr. Doxey has been a clerk at Mankato for many years.

The Veteran Druggists' Association is to meet June 22 at Fox Lake. The members will be the guests of T. N. Jamieson, according to the usual custom. There will be fishing, boating and athletic sports for the old timers.

John W. Kash, who has a store at Fifty-seventh street and Wentworth avenue, has been held to the criminal court by Justice Hennessey, of Englewood, on the charge of selling whisky to minors. Bail was fixed at \$300.

G. H. Wetzel, a druggist at 422 Clark street, has been sued for \$5,000 damages by Francesco Coglianese, who alleges that a clerk in the druggist's employ sold him saltpetre in place of Epsom salts. Mr. Coglianese alleges that his internal economy was much disturbed as a result of the error.

NOTES OF THE TRAVELING MEN.

Mr. Rinkenberger, who was on the Lord Owen traveling force, has taken J. E. Garwood's place in Indiana.

J. E. Garwood, who formerly traveled for Robert Stevenson & Co. in Indiana, has purchased the J. W. Hess store at Plymouth, Ind.

Two new men have been put on by Sharp & Dohme in Iowa. The northern part of the State will be covered by H. A. Miller hereafter and S. A. Cowen, from Beardstown, Ill., will visit the trade in other sections.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, June 6, 1903.

SINCE our last report there has been no decided change in the general situation. Trade rules quiet in nearly all lines, and there are few really new features of interest calling for special mention. Owing to the continued absence of speculative movements the fluctuations during the period under review have been within a narrow range, and chiefly the result of natural causes. Although the volume of business on jobbing orders is not running below the proportion of corresponding periods of previous years, a general lull in trade is noticeable and it is conceded by most dealers that the indications point to a quiet condition of affairs for the remainder of the month. There is no change to note in the market for quinine, which remains dull and featureless, though values are given a firm support by the manufacturers. The recent devastating floods in the West will undoubtedly be followed by much suffering and distress, and the flooded districts are likely to develop malaria and similar diseases with the epidemic-like swiftness that has heretofore accompanied any wide submergence of the lowlands, such as now prevails on both sides of the Missouri and Kansas rivers. There is already reported to be more demand for quinine from the West, and a more active inquiry for disinfectants is also anticipated. Several prominent members of the trade have been sufferers through damage to their property, and this has called out the sincere sympathy and practical support of representatives of the trade in all sections of the country. Opium retains its previous appearance of inaction, but holders, while being more free to offer, have not modified their views as to prices, and the market is without quotable change. Prices on bromides are irregular and unsettled owing to a disagreement among manufacturers, and details are given in another column. While the price changes favor buyers in most instances, this feature has not served to stimulate the demand, small purchases to meet immediate requirements only being the rule. Below are noted the principal fluctuations of the period under review:

HIGHER.

Chloral hydrate,
Tartaric acid,
Cream of tartar,
Cassia oil,
Copperas,
Ipecac, Carthagena,
Camphor oil.

LOWER.

Sassafras bark,
Ergot,
Salad oil,
Quinine, minor salts,
Castor oil,
Arrowroot,
Formaldehyde,
Celery seed,
Silver nitrate.

DRUGS.

Alcohol is in steady moderate request and prices for grain are well maintained at the previous range of \$2.40 to 2.42½. Wood is passing out actively into consuming channels at the range of 65c to 70c for 95 per cent. and 97 per cent. respectively.

Balsam copaiba is held and selling at 37c to 40c for Central

American, while Para, which is in good jobbing demand at the moment, realizes 42½c to 45c.

Balsam fir is slow of sale, though holders make no effort to realize, the quotations of the market being unchanged at \$3.15 to \$3.70, as to quality and quantity.

Balsam Peru continues inactive, though no quotable change in price has occurred, current sales being at 97½c to \$1.05.

Balsam tolu is without new feature of interest, either as regards price or demand; sales in a jobbing way at 26c to 28c.

Barks.—Angostura continues in limited supply and nothing offers below 40c, though the demand momentarily is light. Cascara sagrada is inquired for, but prospective buyers and holders are still apart in their views and little business of importance results; the jobbing demand is being met at 13c to 15c, as to age and quantity. Cottonroot is well sustained at 7c to 7½c, in view of continued scarcity, and jobbing sales are reported at this range. Sassafras is in better supply and the market has weakened to 6½c to 8c, as to quality and quantity. Soap is sustained at 7c to 8c for whole and cut. Simaruba continues quiet, but as the stock is small holders are firm in their views at 12c to 13c.

Cacao butter is selling in a limited way only, but holders are firmer in their views in sympathy with strong advices from primary markets; sales in a jobbing way at 28c to 29½c.

Cannabis indica in a jobbing way commands 90c to \$1.00 for tops, and we hear of several sales within this range.

Chamomile flowers, of the new crop, are in fairly liberal receipt and sales are making at 10c to 20c, as to quality and quantity.

Chloral hydrate, which has been the subject of competition of late and selling at comparatively low prices, has been advanced by the manufacturers, who now quote 85c to 90c for crusts and crystals respectively.

Cocaine has been in improved request and values are maintained firmly by the manufacturers at the previous range of \$4.00 to \$4.20 for bulk.

Codliver oil is extremely dull, but there is no lack of firmness on the part of holders and full prices are realized on such jobbing lots as change hands; \$125.00 to \$140.00 is the current market quotation, and the outlook is regarded as favorable for continued high prices.

Cubeb berries are in steady moderate demand, with sales of whole at 8c to 9c and powdered at 11c to 14c, as to quality and quantity.

Damiana leaves continue rather slow of sale and sellers offer more freely at 9c to 10c, as to quality and quantity.

Ergot continues extremely dull and values have weakened to 27c to 28c for either German or Spanish.

Formaldehyde is in good consuming demand, but values have eased off in the interval owing to competition, 40 volume per cent. being obtainable at 14c to 14½c, as to quantity.

Jaborandi leaves have weakened in the interval and the nominal quotation is 12c to 15c, as to quality.

Manna, small flake, is firmer, owing to the prevailing scarcity, and while 40c will still buy, some sellers name an advance to 42c to 45c, as to quality and quantity.

Menthol has dropped a notch or two and recent sales have been at \$7.25 to \$7.50. There is, however, no lack of firmness in the reports from foreign markets.

Morphine is in active demand and firm in sympathy with the tendency in opium, but manufacturers still quote at the previous range of \$2.05 to \$2.15, as to quantity.

Nux vomica offers more freely at 2¾c to 3c on the spot and 2½c to arrive, but no movement of any consequence is observed.

Opium is reported weaker at primary sources and only jobbing sales are passing in this market, which contributes to an easier feeling without, however, affecting values, which are unchanged at the previous range of \$3.20 to \$3.25 for cases and \$3.25 to \$3.30 for broken packages. Powdered is fairly active in a jobbing way at \$3.85 to \$4.00.

Quinine is weak and inactive, but manufacturers' prices are unchanged on the basis of 24c for bulk in 100-oz. tins. German continues to offer from second hands at 23c to 23½c and Java at 21½c to 22c, but these figures could probably be shaded on a firm bid. The revised list of prices on the minor salts shows an average reduction of about 3c an ounce from the previous quotations.

Tonka beans have met with moderate attention since our last and sales are reported at 65c to 70c for Angostura, 25c to 30c for Para and 35c to 37½c for crystallized Surinam.

Vanilla beans continue quiet, but holders are not urging supplies and we quote the market steady at \$6.00 to \$11.00 for whole Mexican, \$4.00 to \$5.00 for cut, \$2.00 to \$6.50 for Bourbon and 65c to 80c for vanillons.

CHEMICALS.

Acetic acid is maintained steadily at \$1.80 to \$2.25 for 28 per cent., and the distribution in a jobbing way continues of fair average proportions at this range.

Alum is without change of consequence; stocks are rather light and the tone of the market is firm at 1.75c to 1.80c for lump, 1.85c to 1.95c for ground and 3c for powdered.

Arsenic, white, is without change from previous quotations. Only a limited business is passing at 3½c to 3¾c, as to quality and quantity.

Bleaching powder is weak and unsettled, with most of the business passing from second hands, who shade manufacturers' quotations.

Blue vitriol is irregular and unsettled in consequence of low offerings from second hands, 5¼c being named in instances, thought manufacturers quote 5¼c to 5½c for carlots and up to 5½c for jobbing parcels.

Brimstone, crude, is in little receipt and with importers showing pressure to realize \$23.00 is named for store lots and \$22.25 for shipments.

Bromide salts are considerably unsettled and prices show a wide range, some manufacturers having announced an advance to 40c to 45c for granular and crystals respectively, while others name 38c to 43c. Other manufacturers adhere to the old range of 25c to 26c and insist that the advance named by rival manufacturers was unwarranted. It is said that those quoting the old range are limiting orders to regular customers, but the market is in rather a chaotic condition and new developments are expected any day.

Cream of tartar is firmer and manufacturers now name a uniform price of 25c on single barrels and large quantities.

Nitrate of silver is lower, as a result of a decline in the price of metal, and leading manufacturers now quote 34¼c to 38c, as to quantity.

Nitrate of soda is firmer, but the stock in sight is limited and for small parcels from store up to \$2.50 has been paid.

Tartaric acid has advanced in sympathy with the firmer and higher market for argols and quotations are now 31½c to 32c for powdered. All tartar preparations are correspondingly higher.

ESSENTIAL OILS.

Anise shows slightly more firmness in sympathy with the stronger position of the article at primary sources of supply, but important demand is lacking and prices are unchanged at \$1.05 to \$1.10.

Cajuput is maintained with considerable firmness and a fair business is passing at 53c to 55c.

Camphor is a trifle stronger in sympathy with foreign advices and holders now ask 8c.

Cassia is in improved demand and the tone of the market is firmer, with the sales of best quality at 70c to 75c and lower grades at 62½c to 67½c.

Citronella continues in limited supply and the market is maintained with firmness at 22c to 24c, as to quantity and quality.

Clove is dull and easy, though quotably unchanged at 60c to 65c, as to quality and quantity.

Cubeb is quiet and unchanged at 90c to 95c.

Lemon is meeting with a fair seasonable demand at steady prices, best brands bringing 60c to 70c.

Peppermint has lost some of its firmness, but there has been no quotable change in prices, sales during the interval being at \$2.85 to \$3.00 for bulk.

Sassafras, natural, is scarce and holders are firm in their views at 40c to 45c, as to quality and quantity.

Wintergreen, artificial, is unsettled and irregular, owing to competition, and the market range of 38c to 42c might be shaded on a firm bid.

GUMS.

Aloe of the various grades are finding steady sale and quotations are well sustained, particularly for Barbadoes in gourds, which is in limited supply and held at 6c to 6½c.

Asafoetida continues in fair jobbing demand, with quotations nominally steady at 20c to 25c.

Benzoin, Sumatra, has been in rather better demand of late, though the business passing is confined to small jobbing parcels, for which 27c to 35c is paid, as to quality and quantity.

Camphor is well maintained and a good jobbing demand is experienced at the range of 55½c to 56c for barrels and cases.

Gamboge is quiet and easier under freer offerings, with pipe quoted at 80c to 85c.

Kino is seasonably weak, but stocks are under good control and values are well maintained at 25c to 30c.

Myrrh is in moderately active jobbing demand and holders are firm in their views in sympathy with foreign advices, though values are unchanged at 20c to 32c, as to quality and quantity.

Senegal is dull and featureless, the lack of demand being influenced by the range of values, which are above those quoted for similar grades of Arabic.

Tragacanth is quiet, but there appears no urgency to realize, the range of the market standing 27c to 80c for Aleppo, as to quality.

ROOTS.

Aconite remains quiet at nominally unchanged prices.

Calamus, bleached, is scarce and wanted, with the sales at 35c to 36c.

Gentian is yet in small supply and firmly held at 5c to 5½c, as to quantity and quality.

Golden seal is quiet, but fairly steady at 54c to 56c.

Ipecac, Carthagena, is in improved position, owing to firmer reports from London, and prices have advanced to \$1.20 to \$1.25. Rio is unchanged at \$1.40 to \$1.45.

Mandrake continues to meet with fair jobbing attention and prices are maintained with a fair show of firmness in view of the prevailing scarcity; quoted 4¼c to 5c, as to quantity.

Sanguinaria is in better supply and values are easier, with sales at 9c.

Sarsaparilla, Mexican, continues in light supply and with stocks under good control, values are maintained firmly at 7½c to 8c.

Senega is offered with some reserve in view of the limited available supply, and while new crop is not far distant the demand for old continues sufficiently active to prompt holders to advance their range of prices to \$1.20 to \$1.25.

Serpentaria continues to meet with fair jobbing attention, but the tone of the market is easy and quotations are largely nominal.

SEEDS.

Only a limited business is passing in the various druggists' seeds and the general market is quiet. Celery has eased off a trifle in the interval, owing to corresponding conditions abroad, and 9½c is now named. Canary is firmer and spot quotations have been advanced to 3¼c to 4c for Smyrna and 4c to 4¼c for Sicily.

The attention of druggists and all soda water dispensers is invited to the Puffer Mfg. Company's soda apparatus, carbonators, steel fountains and all soda water requisites. Their "Faithful Carbonator," run by water or electric power, is automatic, continuous and requires practically no care. It has no rubber hose. Their catalogue of new and second-hand goods with prices sent on application to the headquarters in Boston, or to the New York warerooms, 216 Centre street, New York.

HINTS TO BUYERS.

Remember that Webb's alcohol is the acknowledged standard.

Don't let your stock of Sen Sen chewing gum and breath perfume run out.

The Northwestern University School of Pharmacy gives a degree of Ph.G. in 14 months. The school has 11 teachers and unsurpassed equipment. Send for catalogue.

The Ammonol Chemical Company, of New York, are advertising extensively Ammonol and combinations in 5-grain flat oval tablets, put up in 1-ounce bottles.

Meadows malted milk, put up by the Elgin Milkine Company, of Elgin, Ill., dissolves easily in hot or cold water. Try it at your fountain. Large size, \$1.67; small, 21 cents; supplied by jobber or manufacturer.

The A. P. W. Paper Company, of Albany, offer one year's supply of toilet paper for \$1. They have a most unique system which they say proves very profitable to the retailer. Better write for particulars.

The New York Pharmacal Association, of Yonkers, offer to assist retail druggists in stimulating the prescription and sale of Lactopeptine. Send for their circular, "A Square Deal," which tells about it.

The pharmacist will always be sure to get first-class goods if he orders the goods of the well-known and reliable firm of Powers & Weightman, manufacturing chemists, Philadelphia. In ordering of jobbers just specify "P. & W."

Wire chairs, stands and tables are now more popular than ever. They are light, airy, attractive and durable and not expensive. Send to the Chicago Wire Chair Company for catalogue and prices.

The Arnold sterilizers are becoming more and more popular. You will have a call for them if you haven't already, for their value to every mother, especially those mothers who buy nursing bottles, is evident. These sterilizers are made by Wilmot Castle & Co., Rochester, N. Y. Write to them for particulars.

The Albany College of Pharmacy offers a graded course of instruction, comprising two terms of six months each, for \$68 for the first term and \$70 for the second. If you are going to attend a college of pharmacy send for a catalogue before deciding where you will go.

Do you want a beautiful calendar that is really a work of art and will be an ornament to your store? Send 25 cents to the Chicago & Alton Railway, 328 Monadnock Building, Chicago, and you will receive one of the Alton's "Fencing Girl" calendars. Please mention the AMERICAN DRUGGIST.

The Smith, Kline & French Company make a very attractive offer to pharmacists for the sale of Eskay's food, which is being pushed more energetically than ever before. Druggists are assured a good profit. Write to them at Philadelphia, referring to the AMERICAN DRUGGIST.

Druggists can safely recommend Coke's dandruff cure. It is being extensively advertised by A. R. Bremer & Co., Chicago. As it is also easily sold, it should appeal to the pharmacist as a good investment, and a necessary one, too, in view of the growing demand for this preparation.

A. H. Wirz, of Philadelphia, manufactures all kinds of bottle stoppers for cork and screw neck liquid and powder bottles; also collapsible tubes, pill machines, hand pill compressors, etc. He can furnish anything you want in this line. The goods can be obtained from wholesalers.

Any druggist can make most delicious chocolate syrup for the fountain by using Runkel Bros.' powdered chocolates. It is put up in 5-pound cans, 40 cents a pound and in 10 and 25 pound lots or larger. It will not grease glasses, sour or separate. Prices and samples on application.

Druggists desiring to supply a satisfactory suprarenal product should investigate Suprarenalin Solution, which is an excellent liquid preparation of the adrenal substance. It is light colored, permanent, powerful, uniform and non-irritating. Write to Armour & Co., Chicago, for literature on the subject.

Schleffelin & Co. are making a drive on pure fresh fruit syrups, pure fruit juices, concentrated tinctures and fine requisites for the soda fountain. They have other specialties, such as Laminoids, Heromal, Heroterpine, Hemoquinine, Uriform, Varonia, etc. Write for their revised pharmaceutical and chemical list.

Wm. R. Warner & Co., Philadelphia, are pushing their gran-

ulated effervescent salts. These salts are largely patronized by physicians, and every druggist should carry them in stock. Attention is called particularly to their granulated effervescent phosphate sodium, bromo soda, kissingen and vichy. Their catalogue is sent for the asking.

Gilpin, Langdon & Co., Baltimore, make a specialty of ground and powdered drugs for percolation. They call particular attention to their granulated opium for making the tincture. They assay their product and the pharmacist is therefore assured of having a preparation that is always of uniform and standard strength.

The Hallwood cash register practically takes the place of a bookkeeper and of a cashier combined, and, better than either, it never makes mistakes. Write the Hallwood Cash Register Company, Columbus, Ohio, for descriptive circular of their cash registers, which combine many features of excellence with a moderate cost. All up-to-date merchants have a cash register.

Experience has shown the revenue producing qualities of a department in the drug store devoted to artists' materials. In this connection we have much pleasure in referring our readers to the advertisement of F. Weber & Co., of Philadelphia. This house has been for many years headquarters for the whole line, and their advice may safely be taken by druggists as to a selection suitable for any particular neighborhood.

Any of our readers who think of making alterations in their stores or of outfitting a new pharmacy should correspond with Seger & Gross, 42 West 167th street, New York. This concern make a specialty of drug store interiors, ranging from very low prices to the highest grades, and all their designs are original, artistic and of thoroughly good workmanship. Correspondence is invited.

Every reader of this paper should be interested in the announcement of Thomas Mills & Bro., 1301 North Eighth street, Philadelphia, Pa. On receipt of request a catalogue of ice cream materials and other soda fountain requisites will be mailed. Special attention to two features in the line is invited—the ice cream freezer and the ice cream sandwich mold.

Druggists and manufacturers who value taste and effectiveness in packages which they send out to the public should read and note the advertisement of Whitney & Co., of Leominster, Mass. This concern have earned for themselves the first position as manufacturers of folding boxes, samples and quotations of which will be mailed upon application.

It would be difficult to explain the success of an article like Dentacura on any other hypothesis than that of its intrinsic merit. It is indorsed by dentists all over the world, and the demand on the part of the public grows stronger every day. Every druggist with an eye to the main chance should not only carry this article in stock, but display it prominently. The advertisement of the Dentacura Company, of Newark, N. J., will be found in this issue.

We invite attention to the new advertisement of Thomas Burkhard, 494 Flushing avenue, Brooklyn, N. Y. Thomas Burkhard is the oldest concern in the United States manufacturing first-class laboratory appliances and copper goods used in the manufacture of pharmaceuticals. His advertisement shows two small cuts of his still and his sugar coating drum. A complete list of his line, together with prices and all other particulars, may be had upon application.

McCormick & Co., of Baltimore, Md., manufacturers of the famous "Bee Brand" Insect Powder, have gotten out a very attractive blotter advertising this article, and will send 100 of these printed in the name of the dealer with every order for two dozen packages of "Bee Brand" Insect Powder. "Bee Brand" Insect Powder is rapidly forging to the front as the standard insect powder on the market, and the dealer who desires a high grade insect powder—one that means pleased customers and duplicate sales—should write them at once for free samples and prices. Kindly mention the AMERICAN DRUGGIST when writing for samples, and address your inquiry to McCormick & Co., Baltimore, Md., Department D.

One of the most interesting exhibits at the Pure Food Show held last month in Buffalo was that of the Chautauqua Fruit Company, who served Randall's Grape Juice at a most attractive booth. The fruit from which this juice is made is carefully selected from vineyards owned by the company, and is pressed as soon as it is picked and sorted, thus giving the flavor no chance to deteriorate. The fruit is handled carefully, the product is kept absolutely clean and is treated with the greatest skill, the result being the production of a grape juice of delicate flavor and a great degree of permanency. Druggists who have not handled this fruit juice should write for free advertising matter to the Chautauqua Fruit Company, Liberty, N. Y., mentioning the AMERICAN DRUGGIST.

American Soda Fountains and Carbonators.

Among our inserts in this issue will be found one of the American Soda Fountain Company which contains a great deal of information. They illustrate both new and second-hand fountains, many of the latter being practically as good for the actual purposes of dispensing as new ones, though not so attractive nor artistic in appearance. Where a fountain is wanted for temporary purposes—for instance, to supply a picnic party, etc.—the pharmacist might make considerable profit by having a "goose neck" or simple form of fountain which he can send to the picnic grounds with charged fountains without interrupting or disturbing his regular equipment. The "Reliable" Carbonator illustrated by these manufacturers is as near automatic a piece of machinery as has yet been devised. If not familiar with its operation our readers should at once communicate with the American Soda Fountain Company, who have offices in all the principal cities of the United States.

A Large Manufacturing Establishment.

The Metropolitan Store Fixture Company, formerly of 315 Bowery, have removed their offices and warerooms to 207-209-211 East Forty-ninth street, corner of Third avenue, New York. This move was rendered necessary by the increasing demands of their trade, and with the enlarged facilities and the advan-



tages of having their entire plant under one roof, they will be able to turn out most economically the best grades of store fixtures. Druggists who propose rearranging the interiors of their stores, or who are about to fit up new stores, should send this company a rough diagram, giving sizes and general plan of the store which they propose to fit up, when they will be pleased to submit details of plans and prices, either for higher grade or moderate price fixtures as may be desired.

More on Keepclean.

"What's in a name?" A great deal—past success, future possibility. You know it when you hear the name of "Keepclean" applied to hair brushes. This is the brush which the Florence Mfg. Company, of Florence, Mass., placed on the market a season or two ago which simply swept the boards from the time of its first appearance.

Entirely new in design and thoroughly antiseptic in character, it has taken hold of the trade with a furor. The design does it. The back is solid wood, the bristles are firmly set in water proof composition and the face is pure aluminum, all of which render it perfectly impervious to water, dirt and moisture. It isn't a high priced brush, but the way it has sold the past season we must admit it has all the characteristics of the most expensive brush. By writing to the Florence Mfg. Company you will readily receive full information and a clew to its monetary value to the dealer.

A Baby Display.

Smith, Kline & French Company, of Philadelphia, offer \$115 in prizes for the best window display advertising Eskay's Food during the months of June, July and August. This sum will be

divided into 12 prizes, as follows: First prize, a \$25 assortment of Eskay's Food; second prize, \$15 assortment; third prize, of which there will be five, a \$10 assortment, and a fourth prize, of which there will be five more, a \$5 assortment of Eskay's Food.



Eskay Food Display of W. L. Bucher, Columbia, Pa.

The only condition attached to the competition is that each competitor must keep his display in the window for two weeks and must send a photograph to the Smith, Kline & French Company, of Philadelphia, with the name of the competitor and the date of his display written upon the back of the photograph.

In order to facilitate the making of this display the Smith, Kline & French Company furnish the material, comprising large and handsome reproductions of photographs of Eskay's Food Babies, framed in black and gold, and covered with glass, together with cartons which are fac-similes of the regular stock packages of the food. The illustration shown herewith is made from a photograph of the display made by W. L. Bucher, of Columbia, Pa., who writes that the "Window display for Eskay's Food I used for about ten days in my large front window. The people passing, with very few exceptions, stopped to examine it, and it caused quite a number of mothers to become interested in the food."

A "Doctor's Sign."

The following sign of a quack "doctor" appears in Chattanooga, Tenn.:

DR. C. H.
FAITH HEALER.

Drink 8 glasses of water, wash my hands.
Blow my breath on him & heal him.
Cures Spells & drives out Bad Spirits.
Diseases of all kind male and female
Cured & will tell you the cause of sickness.

Coal and Wood
Sold.

Lunches of all kinds
and Confectionery.

There are, we are sorry to say, ill-natured persons who speak of the surgeon as "the butcher." Surely this gentleman keeps a veritable "delicatessen" of medicine.

But even this simple little idyll has its pathetic side. We learn with regret that several prominent members of the county medical society, engaged in the suppression of illegal practice, were found recently in a state of hysterical melancholia, gazing on the sign and dejectedly wailing in antiphon:

When the enterprising healer's not a healing,
When the doctor isn't "cussing spirits good,"
He loves to do a bit of honest dealing,
And drive a thriving trade in coal and wood,
When the curlist ain't a curing of a brother,
He loves to deal in candy, cake and bun,
Taking one consideration with another,
A physician's lot is not a happy one,

(Ensemble)

Oh, when quackery suppression's to be done,
A physician's lot is not a happy one,

(basso profundo) happy one.
—New York Medical Journal.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

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Coming Meetings.

STATE ASSOCIATIONS.	PLACE.	DATE.
Colorado	Cascade	June 23, 24, 25, 26.
Iowa	Council Bluffs	July 14, 15, 16.
Maine	Rockland	June 29, 30.
Maryland	Ocean City	July 14, 15, 16, 17.
Michigan	Battle Creek.....	August 18, 19, 20.
North Dakota.....	Fargo	August 4.
Ohio	Toledo	June 23, 24, 25.
Pennsylvania	Eaglemere	June 23, 24, 25.
South Dakota.....	Canton	August 11-13.
Tennessee	Monteagle	July 15, 16, 17.
Virginia	Buckroe Beach.....	July 14.
Washington	On Puget Sound (?).....	July.
Wisconsin	Waupaca Chain-o'-Lakes..	September 1-3.
NATIONAL ASSOCIATIONS.	PLACE.	DATE.
American Pharmaceutical.....	Mackinac Island, Mich.....	August 3.
National Wholesalers'.....	Boston, Mass.....	September 7.
N. A. R. D.....	Washington, D. C.....	October 5.

SANDAL WOOD OIL.

DEALERS who are using any quantity of sandal wood oil will do well to look out for supplies ahead, for from recent reports it seems not improbable that the oil will become scarce and high priced. The reason is that the sandal wood tree in India is threatened with extinction, owing to a curious disease which has attacked the plantations. The Indian Government has given considerable study to the disease and is doing its utmost to stay its ravages. The sandal wood tree is like many others of its order, a parasitic plant, drawing its sustenance from the roots of other plants by means of houstonia similar to those of the common broom-rape. The disease is not caused by a parasite, but seems to be rather due to an atrophy or paralysis of the houstonia, so that the plant no longer is able to obtain food and gradually dies. So far no cure has been found for the disease, which seems to be infectious and is destroying large tracts of sandal wood plantations. Unless something is done to stop the ravages the supply of East India sandal wood will be largely depleted in the course of the next two or three years. Even if new plantations are started elsewhere it will be many years before these will be available for the production of oil, and the sandal wood trees of other countries do not yield the same oil as those of Southern India.

A WORTHY MOVEMENT.

A NEWS article on another page of this issue calls attention to a movement for the removal of the debt which is now hampering a very worthy institution—namely, the College of Pharmacy of the City of New York. Many institutions of higher learning and some professional schools have received large endowments from wealthy benefactors, but colleges or schools of pharmacy never. The failure of such institutions to attract the interest of men of wealth in the past may be ascribed to several causes, chief among which might be the failure of the officers of the colleges and schools of pharmacy to properly make known the deserving character of the institutions which they represented. Modesty may have had something to do with this attitude, but we are glad to observe from recent indications that this hesitancy in making known their wants is becoming less noticeable, and in the case of the College of Pharmacy of the City of New York, Professor Chandler has set a good example by making open appeals for the support of the community and an extension of interest in the fortunes of the college by men of wealth.

The vigorous efforts now being put forth by the mem-

bers of the college themselves to lighten the burden of debt are deserving of the hearty support of the pharmaceutical community and are commendable in every way. It goes without saying that it will be much easier after they have raised funds among themselves to enlist the co-operation and support of others. Men of wealth who are looking for worthy objects of their munificence will be much more disposed to extend aid to an institution, the members of which have given practical proof of their own interest in its affairs. The names of the retail district committees are given in the news article referred to, and it will scarcely be necessary for us to bespeak for these gentlemen a generous reception when they visit among their neighboring druggists for the collection of subscriptions toward the fund which is being raised for the satisfaction of the mortgage on the college property.

NEWFOUNDLAND CODLIVER OIL.

A RECENT issue of the *Chemist and Druggist* of London contained an article by C. E. Sage on the above subject which contained so many curious misstatements that it is not surprising to find in the last issue a vigorous rejoinder from W. A. Munn, of St. John's, N. F., a manufacturer of Newfoundland cod liver oil. Mr. Sage has the Englishman's usual delightful disregard of distances, and talks as if Newfoundland were a suburb of New York, instead of considerably over a thousand miles away. Mr. Sage is much exercised over the possibility of New York dealers shipping cod liver oil to London, and with a true British patronizing air advises us to "note some of the requirements of our (*i.e.* British) markets before sending any to us." We might add that if our English cousins would take this advice before shipping in this direction much trouble would often be saved them. To return, however, to our subject. Mr. Sage says that "Norwegian oil is superior in many ways to that from Newfoundland, both in method of preparation and especially in freedom from admixture. The Newfoundland oil consists largely of seal and menhaden oils." Before going further it might be well to point out that Mr. Sage is evidently unaware that there are two kinds of Newfoundland oil. The true Newfoundland oil, of which Mr. Munn speaks in reply to Mr. Sage's strictures, is in every respect the equal of Norwegian, and while some samples we have seen do not stand the freezing test so well as the Norwegian, in other respects the oil is excellent and is largely used by some of our best houses for manufacturing purposes. The supply of this oil has never been equal to the demand, and if the Newfoundland makers will get a move on just now they can secure a foothold in this market and in time dislodge the Norwegian article entirely. The other variety of Newfoundland oil offered in this market is the so-called "coast" or "shore" oil prepared along the New England coast and which is far from being what it should be. Livers of fish other than the cod are too frequently allowed to be used for extracting, and seal oil is a common addition in order to overcome the somewhat strong odor of the oil due to careless manufacturing. This oil has been used from time to time as an adulterant of Norwegian oil and its properties are well known to dealers

in this market. It is not likely that Mr. Sage will find it in the London market. Meanwhile we suggest to gentlemen across the water who desire to write on things American to endeavor if possible to ascertain a few facts rather than jump at conclusions, which, as evidence shows, are almost invariably incorrect.

NEW YORK DECLARES FOR THE PRE-REQUISITE CLAUSE.

A N important step was taken by the New York State Pharmaceutical Association at the annual meeting in Utica last week in declaring for an amendment to the pharmacy law to provide for proof of graduation from a recognized college of pharmacy and a certain preliminary education as prerequisites for examination by the State Board of Pharmacy from candidates for registration as pharmacists. The proposed amendment is to be drafted by a special committee, who will then place the written amendment in the hands of the Legislative Committee of the association for introduction at the first session of the State Legislature in 1904, the law not to become operative, providing it passes, until 1905.

The adoption of an amendment of this kind at a convention of pharmacists is, of course, one thing, but the acceptance of the same amendment by a lawmaking body is quite another matter, and the State Association may as well prepare for opposition of a most determined nature just as soon as the measure fathered by them comes from the State printer, and this despite the fact that the rural districts are to be especially exempted from the operation of the amended law by a provision making it non-applicable to candidates for examination as licensed druggists.

The New York State Pharmaceutical Association is now a very influential body, and the members of the State Legislature have come to entertain a certain measure of respect for the wishes of the association as expressed in convention assembled, but these same legislators are as well aware as are any of us that there is a respectable number of influential pharmacists throughout the State who prefer to remain independent of the association and to exercise their own judgment as to the merits or demerits of any measures that may affect their interests and be up for passage in the Legislature. The association would do well, in our opinion, to lose no opportunity of building up a sentiment throughout the State in favor of the proposed amendment to the law, and this might be best accomplished by the circulation of literature explanatory of the benefits which the pharmaceutical profession and the public may hope to gain through the operation of the law.

GRATIFYING recognition of the professional status of the pharmacist was made by the American Medical Association during the sessions of the annual convention at New Orleans last month, when an amendment to the by-laws of the association was adopted providing for the election to full membership in the association of members of the pharmaceutical profession. Up to this time pharmacists have been admitted as associate members only, and the new ruling of the association must be regarded in the light of a special recognition on the part of the medical profession of the United States of the higher and more professional training of the present day pharmacist.

THE NEW REMEDIES OF 1902-1903

Being the Report of the Committee on New Remedies of the New York State Pharmaceutical Association for 1902-1903.

By THOMAS J. KEENAN, Chairman.

DURING the year which has elapsed since our last meeting your committee have made a careful study of the current periodical literature of pharmacy for the purpose of recording the new and novel introductions to the materia medica in all countries, and the subjoined paragraphs embody such details of pharmaceutical interest as are likely to prove informing, if not of practical utility. In accordance with the custom, we preface our report with a reference to the trend of work in the production of new remedies which will indicate briefly but perhaps sufficiently the lines of activity followed by chemical manufacturers.

Although anti-rheumatics and uric acid eliminants in new and novel combinations have been produced in average volume during the period under review, there has been a somewhat greater activity displayed in the manufacture of substances intended for the treatment of pulmonary troubles, and we have consequently to note the appearance of a number of new therapeutical synthetics, the bulk of which owe their medicinal efficacy to gualacol. This body, which is the active constituent of beech-wood creosote, has proved so valuable a remedy in many disorders that numerous more or less successful attempts have been made to overcome its objectionable features, the result being a lengthy list of additions to the materia medica which have, however, in few instances only fulfilled the expectations of the makers. The widespread vogue which gualacol and its derivatives have attained within a comparatively recent period has influenced your committee to review the history of this medicament in its chemical and pharmaceutical bearings.

The preparation, known commercially as gualacol, is the fraction of beech-wood creosote boiling at 200 to 205 degrees C. From this a purified product is prepared by recrystallization from either potassium gualacol or benzoyl gualacol; and a crystalline gualacol is also built up synthetically by methylating pyrocatechin, as well as from ortho-anisidin by diazotizing and boiling. Pure synthetic gualacol made by either of the two last mentioned processes is a colorless, crystalline body, melting at 28.5 degrees C. and boiling at 205 degrees C. It is readily soluble in alcohol, ether and sulphuric acid, and in 50 parts of water. It combines directly with numerous bases to form crystalline salts, and with certain acid radicals, some of which form valuable therapeutic agents. While most of these compounds are free from the objectionable characteristics of gualacol itself, it is, nevertheless, the fact that most of them are at the same time much inferior to the parent product in medicinal value.

The first substituted gualacol introduced into medicine was benzosol, or benzoyl gualacol, which dates from the year 1890. Soon after this there was produced in rapid succession a whole series of ethereal salts: Gualacol carbonic acid and gualacol carbonate in 1891, gualacol biniodide in 1892, cinnamyl gualacol and gualacol salol in 1893, gualacol ethylenate, gualacol phosphate, and methyl gualacol in 1894, gualacol valerianate in 1896, gualacol phosphite and gualacol piperidine in 1897. About this time (1897) attempts were made in other directions looking to the production of new gualacol derivatives. Gualacol was sulphonated, and from the gualacol-sulphonic acid several new compounds were prepared. G. H. Schaefer, the chemist of the New York Quinine & Chemical Works, introduced quinine-gualacol sulphate under the name gualaquin, followed by other alkaloidal compounds, as well as the iron and bismuth salts of gualacol-sulphonic acid; but the quinine derivative appears to be the only compound which has met with any special favor. The potassium salt of gualacol-sulphonic acid, which is made and marketed by Merck & Co. under the name thlocol, is recommended highly and used extensively as a non-poisonous substitute for the parent substance.

It is noteworthy that within the past few years investigators have returned to the old lines, and we have seen introduced gualacol cacodylate, gualamar and gualasanol, besides numerous other direct derivatives of gualacol, such as those enumerated in the present report, under names, more or less, indicative either of their chemical make up or their intended therapeutical application. Interesting as all these compounds are, it is more so to note the fact that where the action of gualacol is desired physicians express a preference for the old fashioned product, and claim to obtain better results from it, though compounds like creosotal and duotal—creosote and gualacol carbonates, respectively—are still extensively prescribed and bulk largely in import statistics.

The increasing use and applications of organo-therapeutic

substances have attracted attention during the year. Although the long line of extracts and preparations from the organs and glands of the animal body, which promised a few years ago to attain a great vogue, and were indeed largely employed, have fallen into disuse, increasingly new applications are found for a number of the active constituents of certain glandular bodies, and their chemical combinations. The products of the suprarenal, the thyroid and the thymus glands have been tried alone and in their various combinations, and the claims put forward for them have been well substantiated in many cases. Epinephrin was the first of the active principles separated from the suprarenal glands, this having been effected by Professor Abel, of Johns Hopkins University, in 1896. A year later von Fürth disputed the claims of Abel, and asserted that epinephrin was merely an inactive foreign substance contaminated with the active principle isolated by himself, and which he named suprenin; but von Fürth's product itself is not believed to be a pure chemical compound. In 1901 Jokichi Takamine announced the isolation of the active constituent of the gland in a stable and crystalline form, naming it adrenalin, and this is now being produced on a commercial scale by the firm of Parke, Davis & Co. It may be well to note, however, that Takamine's claim for the purity of the substance isolated by him is disputed by Abel, who regards it as a mixture of native and reduced epinephrin.

Numerous attempts have been made to isolate the active constituents of the thyroid gland, and it is believed that the substance termed thyroidine by its discoverer, Baumann, fully represents the physiological properties of the gland. The isolation of a soluble ferment bearing the name thyroidinase was announced this year; and it receives mention in our report, as does also a preparation named antithyroidin, which consists of a serum from herbivorous animals deprived of their thyroid glands several weeks previous to being slaughtered.

The year's production of new remedies includes a number of iodine substitutes, which bear witness to the fact that efforts are still being made to produce an antiseptic substance as powerful as iodoform, but devoid of its disagreeable odor, while the search for substitutes for the bromide salts used in the treatment of epilepsy, etc., has led to the production of several compounds which are claimed to be free from the disagreeable by effects of the ordinary bromides, and these are described in our detailed report.

In submitting this year's list of acquisitions to the materia medica it is a pleasure to note the evidences of a tendency among the members of the medical profession to scrutinize the claims put forward for new remedies. This finds adequate expression in the number of Squibb's *Ephemeris* for January, 1903, in the following words, which may fittingly stand as a "Foreword" to the list of remedies brought to your notice:

"It may be quite confidently stated that there has been during the past year a possibly slow but very decided revulsion in the medical profession, at least in some quarters, against the efforts of a few enthusiasts to press forward the claims of some new products. This apathy of the profession to their claims has had a wholesome effect in general, and yet cannot be claimed to have necessarily retarded investigations on rational lines. The medical profession is now judiciously looking back over the line of agents already tried and found of sufficient value, in order to continue its investigations with such which have been suddenly and unwisely dropped for the very much newer products which are loudly proclaimed by advertisement and otherwise to be efficient substitutes or 'sure cures.'"

The New Remedies of 1902-03.

Acetozone, formerly called benzone, is a benzoyl-acetyl-peroxide, the invention of Prof. Frederick G. Novy, of the University of Michigan, and made and marketed by Parke, Davis & Co. It is a crystalline body, which melts at about 30° C. and on the further application of heat slowly decomposes and evaporates. Acetozone is not sold in a pure state, but appears upon the market mixed with an equal weight of an inert, absorbent powder, which causes a solution to be somewhat hazy. As an antiseptic for external use the substance is used in watery solutions of 1 to 1,000, which are prepared by shaking the powder vigorously with water and filtering. Internally, it may be given in capsules in doses of 3 to 5 grains three times daily; in this case the powder should be attenuated with lycopodium or milk sugar.

Acetyl Methyl Salicylate, a substance representing methyl salicylate in which a hydrogen atom has been replaced by an acetyl radical, is a crystalline powder, odorless, insoluble in water, but soluble in alcohol, glycerin, chloroform and the fixed oils. It is recommended as an antirheumatic in doses of from 5 to 8 Gm. daily.

Anthrasol is a new tar preparation of German origin, which is stated to represent equal parts of coal tar and juniper tar. It occurs as a pale yellow oleaginous liquid with a pronounced tarry odor. It is soluble in acetone, benzol, the fixed oils, petrolatum and absolute alcohol, but only to the extent of 5-10 per cent. in 90 per cent. alcohol. It is claimed to be more effective and less irritating than ordinary tar in the treatment of certain skin diseases in which tar is used, being applied in the form of ointment, paste, solution (in liquid petrolatum) and glycerin jelly.

Anti-Diphtheria Pastils represent the diphtheria antitoxin in the form of a solid pastil, the invention of Dr. Martin, of the Pasteur Institute in Paris. The pastils are intended for internal administration and are said to be more effective in combating the disease

- than the liquid antitoxin, though Dr. Martin advises that in true diphtheria the injection method should not be neglected.
- Antigermin** is a copper salt of a weak organic acid, which is credited with powerful disinfectant and deodorant properties. It is an odorless, thick, greenish-yellow fluid, which can be mixed with hot water, but is only soluble in the proportion of 1 part in 200 parts. Upon admixture with water it partially dissociates and seems to throw down an insoluble salt. (See Microsol.)
- Antipyrine Derivatives.**—A number of new compounds have been recently described, the study of which has thrown some light on the constitution of antipyrine. The corresponding sulphur and selenium compounds, thiopyrine and selenopyrine, which are prepared by the action of the potassium compounds of selenium or sulphur on antipyrine hydrochloride, have constitutions exactly analogous to that of the parent compound.
- Antipyrine Hydrochloride** is formed when antipyrine is dissolved to saturation in 33 per cent. hydrochloric acid, and the solution evaporated with a little alcohol at 100° C. The salt crystallizes out in thick tables. The crystals are deliquescent and soluble in water, but only slightly so in alcohol.
- Antirheumatic Ointment** is the name applied to a compound of methyl salicylate, gualacol and turpentine, with an ointment basis, for the external treatment of rheumatism. The formula follows: Methyl salicylate, 25; gualacol, 5; turpentine, 5; lanolin, 15; petrolatum, 25. A layer of this ointment is applied rapidly on the painful part and covered immediately with a piece of lint, the application being renewed twice daily.
- Antistreptococcus Serum**—Aronson is a new serum for protection against streptococcus infection. The streptococci cultivated from scarlet fever patients are first passed through animals and then inoculated upon the horse, the protective serum obtained in this way being rendered permanently stable by the addition of a small percentage of trikresol. It is used as a preventive of scarlet fever. It is on sale in the United States by Schering & Glatz, New York.
- Antithyroidin** is the name applied to a serum from herbivorous animals, whose thyroids have been removed; the animals being slaughtered several weeks after and their blood used for the preparation of the serum. It is recommended as a remedy for exophthalmic goitre (Basedow's disease).
- Aphthisin** is a new gualacol compound, being a combination of potassium-gualacol sulphate and petrosulphol. It occurs as a brown hygroscopic powder soluble in four parts of water. Owing to its tendency to deliquesce it is best prescribed in capsules or in the form of syrups. The former contains 4 grains of aphthisin, and the latter is composed of aphthisin, 9; syrup of orange peel, 45; simple syrup, 90; compound tincture of cinchona, 7.5. It is recommended in the treatment of tuberculosis, chronic bronchitis, and catarrhal affections of the lungs.
- Arceol**, sometimes misnamed Arceol, represents the normal alcoholic constituents of sandalwood oil, usually known as santalol. It is an oily, colorless fluid which is put up in capsules containing 0.2 Gm. each.
- Arsitriol** is a coined name for calcium glycoarsenate.
- Atlas Oil of Cedar.**—See Libanol Boisse.
- Bismutose**, which received a bare mention in a previous report, is a bismuthic albuminous compound obtained by precipitating a solution of egg albumen with a bismuth nitrate in a solution of sodium chloride, washing the precipitate until it is perfectly neutral, drying it at a gentle heat and finally powdering. It forms a fine non-agglutinating powder containing about 21 per cent. of bismuth. It is said to be perfectly non-toxic and may be employed as an intestinal astringent in large doses, being employed with advantage in chronic dyspepsia.
- Bromethylformin** is obtained by the action of ethyl bromide upon a dilute alcoholic solution of formin, and occurs in colorless crystals easily soluble in water. When treated with sodium carbonate solution formin is liberated and sodium bromide formed. It is recommended as a substitute for the ordinary bromides.
- Bromochinal** is another name for quinine dibromosalicylate.
- Bromolein** is an addition product of the unsaturated fatty acids of almond oil containing 20 per cent. of bromine. It is an odorless, tasteless, yellow liquid, which are said to be more efficient than the ordinary bromides when used hypodermatically.
- Bromo-Serum** is a substitute for the bromides obtained by dissolving sodium bromide 6, and sodium chloride 1.5, in water 1,000. It is used hypodermatically, as much as 500 Cc. being employed without any danger.
- Catecic Acid** ($C_{10}H_{16}O_{12}$) is obtained from the root of *Chicoica angulifera* (Brazilian snake root) and from *Chicoica racemosa*. It is soluble in ether and in alcohol and forms crystals of a bitter taste. It is employed as a remedy for promoting the growth of the hair in daily doses of 0.1 Gm. to 0.25 Gm.
- Caf-Forma-Sal** is a combination of the alkaloid caffeine with one of the four alkali salts of methylene disalicylic acid described under Formalal Compounds. Patented by the Liberty Chemical Co., Philadelphia.
- Calaya** is a proprietary compound prepared in the form of a syrup, by the Calaya Company, of Bordeaux. Its active component is stated to be the extract of an African plant, the botanical name of which is *Anacalea febrifuga*. Decoctions of the rhizome are employed in the treatment of febrile conditions by the natives, and it has lately come into use on the Continent of Europe in the form of the syrup named for the treatment of malaria and typhoid fever.
- Camphaccol** is the camphoric acid ester of methylene digualacol and a related body to gualalin. It is a crystalline substance given in doses of from 5 to 20 grains as an antispasmodic, sedative and internal antiseptic. Patented August 19, 1902, by the Liberty Chemical Company, Philadelphia.
- Camphossol** is a condensation product of camphor and salicylic acid, which forms a crystalline fat-like paste, of soapy feeling and camphoraceous odor, insoluble in water. It has the odor of camphor and is almost tasteless. It is given internally in the treatment of typhus fever and disorders of the intestinal tract.
- Carbolysoform** is the trade name of a preparation containing 66.2-3 per cent. of lysoform and 33.1-3 per cent. of crude carbolic acid.
- Chinaphenin** is a combination of quinine and phenetidin prepared by the action of quinine upon para-ethoxy-carbamine chloride, or on para-ethoxy-phenyl-isocyanate. It is closely related to equinine and occurs as a white, tasteless powder, which is only sparingly soluble in water but dissolves easily in alcohol, ether, chloroform and acids, with which it forms salts. As an antipyretic, chinaphenin stands between the slowly acting quinine and the rapidly acting preparations such as acetanilid, phenacetin, lactophenin and pyramidon. It is used in whooping cough in doses of from 0.15 to 0.2 Gm. for infants, and 0.2 to 0.3 Gm. for older children. To adults in the varying indications it is administered in the same dose as quinine, for which it is a substitute. Chinaphenin is made and marketed by Merck & Co.
- Cholelystin** is a proprietary compound containing 20 per cent. of sodium oleate, which is used to stimulate the flow of bile and to counteract the tendency toward the formation of gall stones.
- Citarin** is sodium anhydromethylene citrate and is recommended as a uric acid eliminant. It has the property of liberating formic aldehyde in the body and also of dissolving uric acid secretions. It is given in doses of 2 Gm. three or four times daily in gout and chronic rheumatism. It is made and marketed by the Farbenfabriken of Elberfeld Co.
- Cocainol** is the name given to a long list of proprietary preparations which, contrary to the suggestiveness of the name, contain no cocaine, anaesthesia being used instead.
- Cratoegus Oxyacantha** has been recently prescribed in functional disorders of the heart in the form of a tincture of the flowers, which is given in doses of 10 drops from three to five times daily. It does not possess any diuretic properties and is not intended to replace digitalis.
- Dermogen** is a preparation for the skin which is stated to contain 40 to 60 per cent. of zinc oxide, $Zn. O_2$.
- Diosmal** is a petroleum ether-alcohol extract of buchu leaves, which is claimed to be the most useful form of administering the drug. The leaves are first extracted with low boiling petroleum ether, then exhausted with boiling alcohol 80-90 per cent. The solvents are distilled off, the thin extracts mixed, and further evaporated to a suitable consistence. In addition of the diosphenol and other constituents of the essential oil which are present, the extract contains about 4 per cent. of the glucoside diosmin. Diosmal may be prescribed in the form of pills containing 2 grains, or in 4 to 6 grain gelatin capsules to be taken three times daily. It is said to be useful in all the affections of the genito-urinary organs in which buchu is serviceable.
- Diurasin** is theobromine acetyl methylene disalicylate, which is represented to contain 30 per cent. of theobromine, 55 per cent. of salicylic acid and 6 per cent. of formic aldehyde. It is insoluble in the gastric juices and is supposed to pass through the stomach unchanged, being acted upon by the alkaline secretions of the duodenum, whence it probably enters the circulation. It is said to be useful in dropsical conditions in doses of 6 grains every two hours.
- Epinephrin** is the name given by Prof. J. J. Abel, of Johns Hopkins University, to the active constituent of the suprarenal gland.
- Epithol Gold and Silver** is described as a finely powdered alloy of tin and copper which is recommended as an antiseptic wound application in veterinary practice. When once applied to a wound the powder cannot be removed by washing.
- Ethyl-Quinine.**—The ethyl ester of quinine forms colorless crystals which melt between 116 and 117° C., and are free from bitter taste. Used as a substitute for quinine salts.
- Eukinae** is the name given to the peculiar ferment found in the duodenal mucous membrane of the pig, which is said to exert a more powerful digestive action on albumin and albuminoids than the pancreatic juice alone. In order to avoid alteration of the ferment during passage through the stomach it is given either inclosed in gluten capsules or made into a paste with gluten and then divided into granules.
- Euphthalmine Hydrochloride** is a salt of methyl-vinyl-diacetone-alkamine-oxytoluol, occurring as a tasteless crystalline powder, easily soluble in cold water. It is put up in the form of a 10 per cent. solution and used in ophthalmoscopic work in 2 to 5 per cent. solutions. It is said to exert a mydriatic effect within 20 to 30 minutes after the instillation of 2 to 3 drops of the solution.
- Ferric Nucleinate** is the salt of a nucleic acid obtained from casein or from the soft roe of fish. According to recent investigations it is the form in which iron is utilized within the system for building up the hemoglobin; and it is believed to be the only iron compound which is not converted into chloride by the gastric juice. Ferric nucleinate, unlike other iron compounds, is not decomposed in the stomach or intestines, but is found in the liver in the same state as when it enters the mouth. It is administered in anemic conditions and chlorosis in doses of 0.5 Gm. (8 grains).
- Ferrisol** is a compound of cinnamic acid and gualacol, which is administered in doses of 15 to 45 grains daily.
- Felmaron** is a new taenicide obtained from extract of male fern, being an amorphous acid found in a good quality of the extract to the extent of 5 per cent. It is a light yellowish-brown powder, insoluble in water, and difficultly soluble in alcohol and benzol, but readily soluble in all other solvents. It is administered in doses of from 5 to 10 grains, followed by a cathartic. It has been placed on the market by the firm of C. F. Boehringer & Soehne, Mannheim, Germany, and New York.
- Flavoldine** is a derivative of quinoline, which is credited with antipyretic and antiseptic properties.
- Formasal** is a product of the condensation of formaldehyde with salicylic acid, patented August 5, 1902, by the Liberty Chemical Company, Philadelphia. It is described as a methylene disalicylic acid, occurring as a tasteless, cream white powder of granular construction, melting at 245° C. It is insoluble in water and benzol, slightly soluble in chloroform, and very soluble in ether and alcohol.
- Formasal Compounds** consist of methylene disalicylic acid compounds of various bases made and marketed by the Liberty Chemical Company, Philadelphia. Patents have been granted at Washington on the alkaline earth salts, as Calformasal, Stronformasal and Bariformasal; on the alkali salts, Rodiformasal, Lithiformasal, Ammonformasal and Kaliformasal; and on the metallic salts, Ferformasal, Zincformasal, Alumiformasal, Cadformasal, Cupriformasal and Bisformasal. The alkali salts are recommended in cases of uric acid diathesis in doses of from 5 to 15 grains, while the alkaline earth salts are credited with valuable therapeutic properties in gastro-intestinal diseases, as are also the salts of the heavy metal last mentioned.
- Gabaniel** is a mineral product obtained from the natural slates of the Herat. It occurs as an oily, dark brown fluid having a greenish fluorescence. Used in 4-grain doses administered in capsules in throat and lung troubles.
- Galligen** is the trade name of a chemically pure ellagic acid, the astringent principle of divi-divi. It occurs as an odorless, tasteless, insoluble yellow powder, which is only dissolved by alkaline solutions. It is used as a medicinal astringent in doses of 3 to 6 grains three to five times daily.
- Glutannol** is a combination of tannin with a vegetable fibrin, possessing the same action and the same properties as tannalbin and tannorol. It is administered in the form of powder in doses of 4 to 16 grains for adults, and 4 to 8 grains for children in intestinal disorders.

Glycomorrhum is a proprietary codliver oil substitute which has recently been introduced into the Paris hospitals. It consists principally of glycerophosphates and hypophosphites, together with some of the active constituents of codliver oil.

Gonoman is a 20 per cent. solution in sandalwood oil of the alpha and beta resins of kava-kava. It is a yellowish green fluid of strongly aromatic odor, which is put up in capsules containing 0.3 Gm. (5 grains), and recommended as an antigonorrheic, two capsules being taken four times daily.

Guaco is the common name of *Aristolochia cymbifera*, which has come into use as a remedy for various eczematous and pruritic diseases, the drug being credited with a paralytic effect upon the sensory centers of the skin. It is employed both internally and externally—internally in daily doses of from 3 to 10 grains of the extract in the form of pills or syrup to be taken during meals. As a local application pieces of linen are soaked in a decoction of guaco made by boiling ground guaco 80 parts, sodium bicarbonate 3 parts, in water 1,000 parts; macerating and decanting.

Gualacodyl is the trade name for a stable solution of gualacol cacodylate containing 0.05 Gm. of the drug to each cubic centimeter; used in the treatment of severe forms of pulmonary tuberculosis.

Gualachinol is a quinine-dibromo-gualacol. It forms rhombic prisms soluble in water. It is said to have the full effect of its three constituents, gualacol, bromine and quinine.

Gualialin is the benzoic acid ester of methylene-digualacol, obtained by passing formic aldehyde gas through an admixed heated solution of benzoic acid, gualacol and phosphorus oxychloride. It is a pea-green-colored amorphous powder, which is stated to contain over 60 per cent. of gualacol, 30 per cent. of benzoin and about 7 per cent. of formic aldehyde. It possesses the antitubercular, antipyretic and alterative tonic properties of gualacol, plus the virtues of its other constituents.

Haemolin is an oxyhemoglobin-maltose. It is said to contain three times the amount of active constituents of hematozen and in addition the active principles of malt.

Haemostatlin is a tribrom-phenol-bismuth, which differs from zeroform in its lower bismuth content. It is used as a haemostatic. Do not confound with Hemostatin.

Hemostatlin is the name applied by the firm of Henry K. Wampole & Co., Philadelphia, to what is described as a solution of the crystallized chloride of the active principle of suprarenal glands. It should not be confused with Hemostatin, which see. (See also Suprarenin.)

Helmitol, which is regarded chemically as a reinforced hexamethylenetetramine or urotropine, is a compound of the last named chemical and anhydromethylene-chloric acid. According to the manufacturers, the Farbenfabriken of Elberfeld Company, this substance, unlike hexamethylenetetramine itself, acts equally well in alkaline and acid urine, and while setting free large amounts of formaldehyde in the system, it does not produce irritating effects on the stomach and kidneys. It occurs in fine colorless crystals soluble in about 15 parts of acidulated water, and is almost insoluble in alcohol. (See Urotropin—New.)

Hetol-Caffeine is obtained by dissolving together caffeine 10.6, and sodium cinamate (hetol) 8.5, in warm water 40, and evaporating the solution; filter, while hot, to dryness on the water bath. It is an odorless, bitter powder with an alkaline reaction, soluble in two parts water. It is used as a diuretic instead of caffeine-sodium-salicylate.

Hyglama is a concentrated, nutrient food preparation said to contain 49 per cent. of soluble carbohydrates and 10 per cent. of fats in addition to a considerable amount of proteins and mineral matter. It is said to be easily digested, well borne, and especially suited to children.

Ichthyolodin is the piperazin salt of ichthyol sulphonic acid. It forms a brownish black powder having little taste or odor; insoluble in water but dissolving in alkaline solutions. A pure commercial article contains 15 to 18 per cent. of sulphur. It is recommended in the treatment of gout and the uric acid diathesis in tablets containing 0.25 Gm.

Ichthyolsalicyl consists of a mixture of ichthyol with sodium salicylate in the proportions of 25, 33 and 50 per cent. of the latter, forming a light to dark brown hygroscopic powder.

Iodalgin represents an effort to solve the problem of exhibiting a compound rich in iodine and having all the antiseptic properties of the element without its caustic effects or the disagreeable odor of iodoform. It contains 50 per cent. of iodine, and is said to be a powerful antiseptic, liberating iodine in the nascent state on contact with the tissues. It can also be given internally as an antiseptic in doses of from 0.40 to 0.50 Gm. daily.

Iodo-Serum is a solution of sodium chloride 6, potassium iodide 2, in water 1,000, intended for hypodermatic injection in the treatment of syphilitic affections, and also as a sedative in mental diseases.

Iodoform is a new iodoform substitute, being a combination of iodine and some inert mucilaginous substance (gelatin). Like iodoform it acts on bacteria only by the liberation of iodine, of which it contains only 10 per cent. It is a yellowish-brown odorless powder, insoluble in water, alcohol, ether and other solvents.

Isanic Acid is a crystalline acid obtained from the isano tree. It is a violent purgative.

Isarol corresponds to ichthyol, being an ammonium-ichthyol-sulphonate produced by sulphonating a distillate of bituminous shale which is found in certain parts of the Alps. It dissolves perfectly in water and its general physical and therapeutical properties are identical with ichthyol.

Jecoria is a codliver oil substitute of a proprietary nature which is stated to have the following composition: Chlorhydro-phosphoric acid and calcium lacto-phosphate, of each 0.5; lactic acid, 0.25; phosphoric acid, 3.0; iodine, 0.5; ferrous iodide, 0.375; compound extract of wormwood, 5. The ingredients named are mixed with sufficient fruit juice or vegetable extractive to make 100 parts and give a pleasant flavor to the mixture.

Kresamine consists of a watery solution of trikesol and ethylene-diamine, 25 per cent. of each. It is soluble in all proportions of glycerin and to the extent of 33 per cent. in water. It is employed in the treatment of tuberculosis, whooping cough, bronchitis and influenza by inhalation, using a nebulizer. It is also used externally in the treatment of skin diseases. It is made and sold by Schering & Glatz, New York.

Kreso is a new deodorant and disinfectant preparation composed of a solution of the cresols and higher phenols, and forming a dark brown, alkaline liquid, which, when mixed with water, forms a pinkish white emulsion, but blends readily and forms a clear solution with alcohol, chloroform or ether. It is made and marketed by Parke, Davis & Co.

Kryogenine is stated to be a meta-benzamine-semi-carbasid, forming a white powder dissolving but sparingly in water. It is used as an antipyretic in daily doses of 0.6 to 0.2 Gm., it being recommended to reduce the dose after the desired effect is secured.

Lecithin Codliver Oil, which is recommended as a substitute for phosphorated codliver oil, is recommended as a substitute for phosphorated codliver oil. It is prepared by dissolving 2.5 parts of lecithin in 500 parts of codliver oil, and is administered to children in the same way as ordinary codliver oil.

Libanol Boisse is the distinctive name given to the oil of the Atlas cedar by M. Boisse, a pharmacist of Algiers, who has transferred the sole rights of sale for Great Britain, Germany, Austria and the United States to Schimmel & Co., of Leipzig. The essential oil of the Atlas cedar must be carefully distinguished from the ordinary cedar oil, which is made from a species of juniper—viz., *Juniperus virginiana*, L. The oil has attracted attention not only as a substitute for sandalwood oil, over which it is said to possess the advantage that it never causes pain in the kidneys, but also an advantage to codliver oil in the treatment of bronchitis and tuberculosis. The oil contains about 16 per cent. of the sesquiterpene alcohol, and it is to the presence of this alcohol that it owes its efficiency as a succedaneum for sandalwood oil; ordinary cedar wood oil only contains about 2 per cent. of such alcohols.

Lipibromol is a bromine oil introduced as a substitute for the bromide salts. It is a transparent fluid which contains 33.1-3 per cent. of bromine, with a slight odor of poppy oil, from which it is prepared. It has a neutral reaction and does not produce a precipitate with silver nitrate. One Gm. corresponds to about 0.5 Gm. of potassium bromide.

Lipiodol is an iodine oil which is intended to take the place of the salts of iodine, being suitable for hypodermatic administration. It contains about 40 per cent. of iodine and its use is not followed by any untoward effects.

Lofotal is the trade name of a carbonated or effervescent codliver oil—i.e., codliver oil impregnated with carbon dioxide gas. The contained carbonic acid is said to hide the taste of the oil and preserve it by preventing oxidation.

Marstrilol is a ferric glycoarsenate and occurs as a yellowish amorphous powder, the daily dose of which is 1-6 grain.

Mercuric Glycolate is a compound obtained by simply dissolving mercuric oxide and glycol in hot water. It is said to present the combination of advantages of the soluble and insoluble compounds of mercury for injection. It is soluble at the time of injection, but when it is absorbed reduction, partial or complete, takes place, and the mercury is partially deposited in the tissues, probably as an oxide.

Mercuric Vanillate is a new mercurial combination containing 40 per cent. of mercury. It is a white, perfectly tasteless powder, insoluble even in hot water, but soluble in acids and probably in the gastric juice. It has an agreeable odor of vanilla.

Mercury Soap is a combination of potassium stearate and mercury, containing 33 per cent. of the latter.

Mesotan, which is described as the methyloxymethylester of salicylic acid, occurs as a clear yellow fluid miscible with alcohol, ether and the fixed oils. It is claimed to be almost a specific as a local analgesic in muscular and articular rheumatism. It is made and marketed by the Farbenfabriken of Elberfeld Company. (See Ullmarine.)

Metroglycerin consists of a sterile solution of almost neutral glycerin 10 per cent. and gelatin 2 per cent., with antiseptics added to render the solution bactericidal. It is intended for use as a substitute for ergot in producing uterine contractions.

Microsol is an antiseptic paste of a bluish-green color which is said to contain the following ingredients about in the quantities stated: Copper phenol sulphate, 10 parts; copper sulphate, 75 parts; sulphuric acid, 2.3 parts; water, 12 parts. There is a resemblance in the composition of this substance to Antigermin, which see.

Mirmol is the name applied to an antiseptic, haemostatic and disinfectant liquid, said to contain 10 per cent. of formaldehyde and 0.3 per cent. phenol. It is used in the treatment of carcinoma, lupus and similar affections, being applied first as a wash in the form of a 0.5 or 2 per mille solution in water, then absorbent cotton moistened with a 1 to 9 solution of mirmol is placed over the surface, and the whole covered with another layer of cotton moistened with mirmol and protected by a piece of gutta percha tissue.

Narcotile is methyl-ethylene bichloride obtained by the direct action of hydrochloric acid on mixed ethylic and methyl alcohols distilled together. The vapors are condensed under pressure and purified. The liquid, which is recommended for use as a general anesthetic, is transparent and highly volatile, undecomposed by light, inflammable, and agreeably odorous. The general effects of anaesthesia produced by narcotile resemble those produced by ether. According to the *Lancet*, 164, 1092, it has been used with success and perfect safety in a number of different operations of varying seriousness.

Nervocaine is the name which has been adopted for the hydrochloride of an alkaloid isolated from an Indian plant called Gasu-basu. It is a yellow, amorphous, hygroscopic powder easily soluble in water and less easily so in alcohol and ether. The drug has been used by Hungarian dentists with good results in the treatment of certain painful pulpides, replacing arsenic in the treatment of these conditions. It is a powerful local anaesthetic, but does not appear to produce anaesthesia when administered hypodermatically. Its general effect is that of a paralyzing poison.

Nicollin is a German proprietary remedy which has been vaunted as cure for the morphine habit, but which has been found to consist of the fluid extract of cinchona combined with salicylic acid, glycerin and morphine, the latter probably as a sulphate. The proportion of morphine found by various observers is not the same, but varies from 2 to 4 per cent.

Nori is the name of a food used in Japan which consists of a sea alga, *Porphyra lacinata*, and occurs as greenish, tasteless paper-like sheets, insoluble in water.

Odda is the name applied by Professor von Mehring to a new infants' food, which is distinguished chiefly by the replacement of the fat in cows' milk by egg yolk and cacao butter, a procedure suggested by the observation that the butter fat in cows' milk contains about 10 per cent. of volatile fatty acids, while the fats in human milk contain only 1.5 per cent. The glycerides of these volatile fatty acids are rapidly decomposed in the stomach, and the acids irritate the intestinal mucous membrane. In addition to egg yolk and cacao butter, the new infants' food contains partly digested flour and sugar.

Oil of the Atlas Cedar.—See Libanol Boisse.

Oresol is the monoglycerinic ether of gualacol, and is used in cases where creosote and gualacol are indicated. It is less active than

gualacol carbonate, is soluble in 40 parts of water and very soluble in alcohol.

Pancreatokinase is a combination of eukinase (q. v.) with pancreatin, the combination making a powerful digestive agent.

Pegmin is a white powder which is added to cows' milk before its administration to infants or invalids to curdle and render it more digestible. Milk sugar is added to it by the manufacturers in the proportion to make cows' milk resemble mothers' milk. It is marketed in the United States by the firm of Victor Koechl & Co.

Perdynamine is a nutritive iron preparation which is said to be a very powerful blood forming substance, its administration serving to build up the hemoglobin content. It is said to contain iron in the form of hemoglobin, completely combined with albumen, and to possess a nutritive power equal to twice that of hens' eggs.

Rodagen is a preparation obtained from the milk of goats which have been previously deprived of their thyroid glands. This milk extract is triturated with 50 per cent. milk sugar, and this appears on the market as a white, palatable powder. It is employed in the treatment of Basedow's disease (exophthalmic goitre) in daily doses of 5 to 10 Gm. It is on sale by the firm of Victor Koechl & Co., New York.

Salocrool is represented to be a mixture of the active principles of creosote with salicylic acid. It is a brown, oily, nearly odorless fluid, almost insoluble in water, which has been recommended as an external application in cases of facial erysipelas and rheumatism.

Sanosin is a new remedy for tuberculosis which was described at a meeting of the Berlin Medical Society on May 13, 1903. It is described as a mixture of flowers of sulphur, powdered charcoal and pulverized eucalyptus leaves impregnated with oil of eucalyptus, but the chemical process of combination has not been made known. It is referred to as an extremely volatile substance which is put up in sealed glass tubes, each tube containing 2 Gm. When used the tube is broken and its contents poured upon an earthenware plate heated by an alcohol lamp, the fumes being inhaled and exerting their curative influence in this way. Sanosin is made the subject of a special report to the State Department at Washington by Frank H. Manson, U. S. Consul-General at Berlin, which is printed in the advance sheets of Consular Reports for June 6, 1903.

Santhese is a theobromine of French manufacture which is said to be free from objectionable by-effects. Phosphated santhese (a combination of 0.25 Gm. sodium phosphate with 0.5 Gm. of santhese) and lithiated santhese 0.25 Gm. lithium carbonate and 0.5 Gm. of santhese are combinations used in certain cases.

Strychnine is a new alkaloid which has been isolated from both the fresh and dried leaves of *Strychnos nux vomica*. It crystallizes as anhydrous needles. Its physiological effect, which is less toxic than strychnine, has not been fully studied.

Sulpho-Gualacain is the trade name for quinine-sulpho-gualacolate, another of the numerous gualacol derivatives. In its preparation sulphogualacolic acid is first prepared by heating together equal parts of gualacol and sulphuric acid. This is then neutralized with barium carbonate, the mixture heated to drive off carbonic acid, filtered, and the soluble barium salt decomposed with a solution of quinine sulphate. After removing the precipitated barium sulphate sulpho-gualacain is obtained in a crystalline form from the concentrated solution. It is soluble in water and in alcohol.

Suprarenalin is the active principle of the suprarenal gland, made and marketed by Armour & Co., Chicago. It is a fine crystalline substance, difficultly soluble in cold water, alcohol and ether, but easily soluble in acid and alkaline solutions. It forms salts with acids which are soluble in water. Suprarenalin solution is a 1 in 1,000 solution of the active principle, of slightly alkaline reaction.

Suprarenin is a German rival to adrenalin chloride, being a 1 in 1,000 sterilized solution of suprarenin hydrochloride made by the Hoechst Farbenfabriken, Germany. (See also Hemostatin.)

Theocin is a synthetic alkaloid identical with the theophylline of tea. Chemically it resembles both caffeine and theobromine, and like these alkaloids it is related to xanthin. It appears in the form of beautiful colorless needles, having a melting point of 268° C. It is difficultly soluble in cold water and alcohol but more readily in warm water; insoluble in ether. It forms salts of which the ammonium and potassium salts dissolve readily while the sodium salt is only slightly soluble. Theocin resembles theobromine in its action on the human system, but exerts a much more decided diuretic action. It is made and marketed by the Farbenfabriken of Elberfeld Company. (See Theophyllin.)

Theophyllin, a natural alkaloid occurring in tea, is produced synthetically under its own name by the firm of C. F. Boehringer & Soehne, Mannheim, Germany, and New York. It occurs in white crystalline needles, melting at 264° C., and soluble in 226 parts of water at 15° C., and in 75 parts of water at 37° C. Theophyllin is an identical body with theocin, but costs only about one-half the price of the last named substance. Theophyllin is credited with powerful diuretic properties and is administered in doses varying from 3 to 6 grains. (See Theocin.)

Thermol is a product of the Liberty Chemical Company, Philadelphia, for which a patent has been granted by the U. S. Patent Office. Chemically it is acetalsalicylphenetidin, having the formula $C_{17}H_{17}NO_4$. It is produced by reacting on paraphenetidin salicylate by acetic anhydride. It is a white, crystalline, odorless and tasteless powder having antipyretic and analgesic properties. It is administered in 5 to 15 grain doses.

Thigenol is a new substitute for Ichthyol. It is the sodic salt of the sulphonic acid of synthetical sulpho-oil and contains 10 per cent. of organically combined sulphur. Thigenol is a thick brown odorless fluid and completely soluble in water, dilute alcohol and glycerin.

Thyroidinase is a soluble ferment from the thyroid gland prepared in the form of a fine white powder, which is soluble in water and glycerin and is precipitated by alcohol.

Tua-Tua is a plant employed against leprosy in Honolulu. This plant, which is probably *Jatropha gossypifolia*, also grows in Brazil, in Mexico, in British Guiana and in the Niger districts.

Ulmarine is a mixture of salicylic acid esters of aliphatic alcohol containing 75 per cent. of salicylic acid. It is a reddish brown, neutral or slightly acid fluid, with a weak pleasant odor and burning taste. It is insoluble in water but soluble in two parts of alcohol. It has been used with success in articular rheumatism and similar affections, applied like methyl salicylate in the form of applications with a brush followed by packing with cotton. (See Mesotan.)

Uramido Antipyrine is prepared by the interaction of amido-antipyrine hydrochloride and potassium cyanide. It is a crystalline compound melting at 247-248° C.

Urasol, which is patented in the United States by the Liberty Chemical Company, Philadelphia, is a methylene diaceto disalicylic acid,

being a condensation product of acetic and salicylic acids and formaldehyde. It is used in 5 to 8 grain doses as a uric acid solvent and in the treatment of muscular rheumatism and gout. It occurs in microscopically small crystals, insoluble in water but soluble in ether and alcohol.

Uropurin is a dry extract of the leaves of *Uva Ursi*, which is supplied commercially in the form of compressed tablets, each of which contains 0.25 Gm. of the dried extract.

Trotropin-New is a trade name for anhydromethyl citric acid hexamethylene tetramine. (See Helmitol.)

Valerodromine is the name given to a French preparation of sodium brom-valerinate, which has been suggested as a substitute for the bromides. It is a crystalline soluble substance, having the properties of its constituents, bromine, valerianic acid and sodium.

Veronal is the name given by Merck & Co. to diethylmalonylurea, a new hypnotic made and marketed by Merck & Co. It is a crystalline body with a slightly bitter taste soluble in 145 parts of water at 20° C. As a hypnotic it is reported to surpass all the hitherto known medicaments in efficacy. It is administered in doses of from 7½ to 15 grains.

Voiesan is a remedy for phthisis and other diseases of the respiratory organs, consisting of creosote carbonate 0.3 Gm., heroin 0.0025 Gm., balsam of tolu 0.25 Gm., and camphor 0.065 Gm., dispensed in gelatin capsules.

SHOP NOTES AND DISPENSING HINTS.*

W. A. DAWSON,
Hempstead, N. Y.

A BENZOIC ACID INSOLUBILITY.

THE following prescription has caused me much annoyance; it comes from a consulting specialist of great reputation, likewise great fees; it has been repeated many times and as doctor and patient seem perfectly satisfied with it I suppose that I ought to be. Still one feels as if the turning out of such a ghastly mess were somehow a reflection upon the professional skill of the dispenser.

Magnesium sulphate.....	lb. 1
Sulphuric acid.....	3ss
Benzoic acid.....	gr. xv
Alcohol.....	sufficient to make a solution.
Aque.....	q. s. ad. Oij

I have tried all quantities of alcohol up to 2 ounces, beyond which I thought it best not to go on account of therapeutic effect, but the benzoic acid immediately crystallizes out when the alcoholic solution is added to the salt solution.

The acid is unevenly distributed through the contents of the bottle when it stands at rest, some lying at the bottom of the bottle, some floating on the surface of the liquid, the rest being suspended at various points throughout the mixture.

NAPHTHALIN IN SUPPOSITORIES.

Some time since I received the following prescription:

Naphthalin } of each.....	gr. L
Yellow wax }	
Cacao butter.....	q. s.

Mix and divide into 10 suppositories.

The combination was new to me and on reading the prescription I questioned if the prescriber had not ordered too much wax, or if he intended to have an insoluble suppository. But when I came to make up the mass I found that the naphthalin had a softening effect upon the wax and cacao butter, even more so than chloral and the mass instead of being hard was, in fact, softer than usual when quite cold.

As the prescriber specified no particular weight for the finished suppositories, I followed the rule and made them to weigh 15 grains each, thus allowing of the use of but 50 grains of cacao butter and making the mass equal parts of the three ingredients. I afterward found that this was what the physician intended.

In dispensing the prescription, the naphthalin was first rubbed to a fine powder in a mortar, the wax and cacao butter carefully melted with the least possible heat, poured over the powdered naphthalin in the cold mortar, triturated quickly until stiff enough to handle, rolled out on

* Read at the twenty-fifth annual meeting of the New York State Pharmaceutical Association, held at Utica, June 16.

a pill machine, divided with the cutter and the suppositories formed with the fingers, the board, mass and hands being kept well dusted with corn starch to facilitate the handling of the soft and sticky mass.

BALSAM PERU IN OINTMENTS.

The well known tendency of Peru balsam to clot and stick during manipulation with spatula or pestle, owing to the rapidity with which it parts with some of its volatile constituents can be avoided by stirring the balsam into the ointment base after the latter has been softened by the application of a gentle heat.

The following prescription seems a simple one, but I have seen several experienced dispensers make a mess of it:

	Ounces.
Zinc oxide.....	1
Balsam Peru.....	2
Benzoinated lard.....	4

A ground glass ointment slab was heated by burning alcohol upon it and the zinc oxide and lard well worked together upon it, with a broad heavy ointment spatula until smooth and fine. The still soft but barely warm ointment was then transferred to an 8-ounce pot, the pot and contents balanced upon the scales and the 2 ounces of Peru balsam weighed directly into it and incorporated by quickly stirring it in with a stick. The resulting ointment was a beautifully smooth preparation.

METHYLENE BLUE AND ESSENTIAL OILS IN CAPSULES.

This is the kind of prescription that one would rather the patient had taken to his rival in business to have prepared. In fact, it is quite likely to make the dispenser feel blue if it comes in, as this one did on a Sunday afternoon just as the lone dispenser dressed in his "Sunday best," had sat down to enjoy the quiet part of the day with the Sunday paper.

Methylene blue	} aa.....gr. xl
Oil of nutmeg	
Oil of sandalwood.....	gr. lxxx
Divide into 40 capsules.	

Soft capsules would have been the thing, the ingredients being mixed with sufficient olive oil to fill the capsules, but the pharmacy in question had neither soft capsules nor filling apparatus.

Had the clerk but known it there is a ready made capsule of this formula on the market and the customer might have been "stood off" until they could be procured.

Little realizing the hard proposition that he was up against, the clerk started in to mass the ingredients and fill into hard capsules while the customer waited.

When I arrived upon the scene about an hour later even the air of the laboratory was blue and the clerk was talking softly to himself, the burden of his lament being something about the folly of the physician who gives his patients laundry blue in place of medicine.

Liquorice and other absorbent powders had been added until it would have been impossible to get the mass into the largest 00 capsules. The contents of the mortar were thrown out and a fresh batch started; a few grains of soap and a fair amount of liquorice was added and the mass was made up with a few minims of water and a little honey. The mass was very soft, and, as the pastry cook would say, very "short," but it clung together enough to enable us to stuff the greasy blue boluses into the capsules. The customer had long since departed, after leaving instructions to send him the capsules next morning. As the dispenser surveyed the wreck before starting to clean it up he remarked that it was the bluest Sunday he had ever experienced.

CORRECT DIMENSIONS OF POWDER PAPER.

To fold and fit correctly the powder papers should be three and one-quarter times the depth and one and two-third times the length of the powder box in which they are used. That is, for a box 3 inches long and 1 inch deep the powder papers should be $3\frac{1}{4} \times 5$ inches. The first fold or lap should be three and one-quarter times the depth of the box in width, the second fold coming to the exact center of the finished powder, and the turned over ends of equal length and with a space between these ends of the same length. That is, in a folded powder 3 inches long each folded over end would be 1 inch long and the space between these ends 1 inch also.

THE PASTE POT.

The best of all receptacles for label paste is the old fashioned turned in edge soda water glass, the old original soda tumbler of Matthews' invention. The paste should be made with the finest wheaten flour with 10 per cent. of white dextrin added and well cooked, and the brush a 1-inch flat, bristle varnish brush, water proof fastened. A place for the paste pots in use should be made by boring a hole with an extension bit in a shelf wherever convenient, the hole being of a diameter that will admit the lower half of the tumbler. A cover slightly larger in diameter than the top of the tumbler may be cut from very heavy cardboard boxes, the center scored star-shape and the handle of the brush pushed through it, the points of the star holding the brush handle at any desired height.

The superiority of this over any patent paste pot resides in its cleanliness. A small amount of paste, only enough to last a day or two, should be placed in the glass and when this is used up or the pot becomes soiled it should be replaced with fresh paste in a clean glass, with a clean dry brush and a new card cover, and the dirty glass and brush put to soak, afterward cleaned and dried and placed with the reserve stock of tumblers and brushes, those in reserve being equal in number to those in use.

Nearly every old established pharmacy has some of these old time soda tumblers tucked away in some dark corner of the cellar or store room, or, if not, they are still listed by the dealers in fountain supplies.

POISON BOTTLES.

Every once in a while some enterprising chap tries to run a poison bottle bill through the State legislature. As it always costs the pharmacists of the State some little money to send representatives to the capitol to defeat such measures, and there is always a possibility of a bill slipping through, wherein some fellow's patented bottle is designated as the legal container for poisons, it seems to me a good idea for the association to formulate a poison bottle measure and endeavor to have it passed.

There is now no so-called poison bottle in use that serves the purpose for which it was designed, because there is no law designating it as the legal container for poisons, and making it a misdemeanor for any one to use it for any other purpose.

As matters now stand the careful pharmacist dispenses poisons in suitable bottles, the patient uses up the liquid, washes the bottle out and takes it to the careless druggist to be filled with some harmless remedy for internal use. Thus we frequently see special poison bottles with labels for paregoric, syrup of squills, witch hazel and the like upon them.

As regards the shape of a poison bottle, I would suggest a broad based squatty design, similar in appearance to an ink bottle, as being a shape that long usage has taught people to regard as being a container for liquids that are not used internally.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

SPECIALTIES (Continued).

WHERE a pharmacist is trying to build up a large prescription business and is seeking the trade and favor of physicians, he must exercise some degree of circumspection regarding the character of his counter specialties and preparations for general sale and must pursue a rather conservative course in respect to the pushing and advertising of his own proprietary preparations.

Medicines or advertising methods that are cast upon similar lines to the largely advertised secret nostrums with which the market is flooded, smack of quackery to the average physician and are certain to alienate his good will.

Medical ethics declare guilty of "unprofessional conduct" any physician who guarantees a "sure cure" in chronic, constitutional or incurable diseases, or, who professes to employ methods or remedies that are unknown to other physicians.

The pharmacist who wishes the trade and good will of physicians will, therefore, keep his list of specialties free from remedies for constitutional or chronic diseases and his advertising free from promises of cure or claims of secret knowledge or discovery.

Specialties are profitable, almost as profitable as prescription business, and should not be neglected. The field is wide enough without going into general remedies, cure-alls or specifics for constitutional diseases, or preparations that compete with or interfere with the physicians practice.

Toilet and cosmetic preparations, dietetic preparations and a vast number of miscellaneous things for household use and for the relief of simple ailments, offer ample opportunity for the pharmacist to specialize without antagonizing the physicians.

In addition there are a number of medicinal preparations that, while competing with the physician to some extent, have become so firmly established as popular remedies by long usage and custom that physicians accept them as a matter of course, and, in some cases even order them for their patients.

Included in this class of such preparations as beef, iron and wine, codliver oil emulsions, cough cures, "blood medicines," pepsin preparations and other digestives, hypophosphite compounds, iron and other tonics, laxatives, etc.

"Blood purifiers," "spring medicines" or "sarsaparillas," as alterative mixtures are popularly called, come perilously near, or quite within the "cure-all" class, as ordinarily exploited by the average pharmacy; the result of a too slavish following of the literary (?) models and advertising arguments of the heavily advertised "patents" in this class.

But even a preparation of this sort may be handled in a dignified way, without sensational methods and with some regard for pharmaceutical and medical ethics.

Base your advertising matter upon the argument that every one needs to take an alterative and tonic during the spring months, to restore the weakened system from the more or less debilitating effect of the winter season, arising from the close confinement within doors in heated and poorly ventilated rooms, exposure to cold and the wearing of heavy clothing that checks the activity of the skin and throws a greater amount of work upon the kidneys, the eating of hearty and stimulating food peculiar to the winter season and the consequent overworking of digestive organs, etc. Point out the fact that while the physician of 20 years ago condemned and ridiculed the empirical spring alterative, the physician of to-day approves of it; that the more liberal and tolerant spirit of present day medicine has come to recognize the usefulness of a mild alterative treatment, during the early spring months as a means of mitigating to some extent the train of ailments that spring from the impairment of the vital processes during the winter months; conditions arising from bad air, imperfect sanitation, errors of diet, lack of proper exercise, etc.

The testimonials and sensational scare arguments of the patent medicine advertiser are to be carefully avoided by the pharmacist who values his good name and professional dignity. Put forth your "Blood Purifier" as a treatment for a general physical condition, not as a specific cure for a disease or diseases. Offer it as a high-class pharmaceutical preparation of well known drugs that have proven useful as alteratives and that are recognized by the medical profession.

Give your preparation a pharmaceutical name, not a medical one. A name suggestive of the medicines in it, rather than of the diseases it is for. "Smith's Sarsaparilla and Clover Compound" is a better title than "Smith's Blood Purifier."

The label should give some idea of the drugs entering into the compound. One of the first things asked by the prospective buyer is usually: "What is in it?" There should never be any secrecy or mystery made of the composition of a specialty. The label should read thus: "Smith's Sarsaparilla and Clover Compound. A pharmaceutical preparation containing in a concentrated form the well-known alterative and tonic properties of sarsaparilla, red clover, burdock, yellow dock, dandelion, stillingia and mandrake roots, with iodides and cascara." Or, only the leading components may be named. There is no necessity for publishing a complete working formula of the preparation, but simply enough to give the customer an idea of what is in it. Nowadays the customer wants to know what he is taking when he buys directly from the maker, the pharmacist.

Like the formula, the label and other printed matter on a special preparation should be original. Written by the pharmacist himself or by some advertising man who makes a specialty of such work.

When the pharmacist finds himself copying some other maker's label or accepting the stock form of wording from the label printers' specimen book, it is time to call in the services of the skilled writer of this sort of pharmaceutical advertising. For his more important preparations, at least, he will find the services of the skilled writer especially valuable and his small fee a good investment. Many meritorious preparations are heavily handicapped in selling by the atrociously bad style in which they are put up and the palpable untruthfulness of the claims made in the printed matter about them.

The literary style of the printed matter about the average "patent" is quite unsuitable when placed upon a preparation that is sold personally by the maker to the consumer, especially where the maker is a pharmacist of education.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

The Cultivation of Punica Granatum in the Dutch East Indies.—According to the *Pharmaceutisk Weekblad* (1903, No. 11) the Dutch Pharmacopœial Commission has petitioned the Government of the Netherlands to take steps to promote the cultivation of *Punica granatum* in the Dutch East Indies. The Commission states that the root-barks of *Granatum* grown in the East Indies are far richer in alkaloids than those grown in Southern Europe, and that therefore the cultivation of this plant would prove very profitable, especially in Java and Madura.

Delpho-Curarine, an Alkaloid from Delphinium Scapulorum.—In the sixteenth annual report of E. Merck we are told that G. Heyl has discovered an alkaloid, the hydrochlorate of which has been tested physiologically by Lehmann, the new compound being derived from various Mexican delphinium varieties. It occurs as an amorphous, yellowish-white powder, which is easily soluble in water and alcohol. It is not identical with the alkaloids from *D. staphisagria*. According to Heyl, a crystalline alkaloid can be easily made out of the amorphous base. According to Lehmann, delpho-curarine is superior to curare in the study of muscle action. (*Apotheker Zeitung*, April 25, 1903.)

The Manufacture of Creolin.—Baroni (*Annales de Pharmacie*, 1903, No. 2) gives the following methods for the manufacture of creolin, which are somewhat less perfect than the original preparation, but which do well for disinfection on a large scale. Fluid creolin is obtained by heating 200 parts of powdered colophony with 90 parts of sodium hydrate solution (sp. gr. 1.333) until a soap has formed. At a temperature of from 70 to 80 degrees C., 780 parts of oil of tar are then added to the soap and thoroughly mixed. The whole is then heated to 100 degrees until the surface is covered with a fine film, strained, and kept well covered. Solid creolin may be made by mixing 70 parts of Venetian turpentine, 60 parts of colophony, 80 parts of beef suet and 90 parts of sodium hydrate solution (sp. gr. 1.333), with 750 parts of oil of tar (sp. gr. 1.03 to 1.035). A soap-like mass is thus obtained, which is soluble in water and forms an alkaline emulsion with it, but may also be used directly as an antiseptic soap.

The Source of the Aroma of Tea.—G. Wahgel (*Chemiker Zeitung*, 1903, No. 24) believes that he has found the origin of the aromatic properties of tea leaves in a variety of yeast, which he has not yet described in detail. The bacteriological examination of a variety of teas showed that all Chinese black teas contain this species of yeast. The expensive varieties contained nothing but this particular yeast, while the cheaper ones contained but few of the yeast cells and many bacteria and cocci. India and Ceylon teas did not show the presence of any microorganisms whatever. These teas are dried at much higher temperatures, and for a much longer time, than the Chinese varieties, and it is possible that the microorganisms which were present and active in the gathered leaves were destroyed in the process of drying. Caucasian tea showed the presence of very small traces. The ferment mentioned is probably the source of the aroma of tea, and the purer it exists in the leaves the better is the aroma, the other varieties of microorganisms only serving to spoil the flavor. The practical conclusion from this work is, that it may be possible by inoculating pure cultures of this yeast into Ceylon and India teas to

produce the favorite aroma of Chinese tea in these countries.

Alcohol from Acetylene.—The *Pharmaceutische Zeitung*, April 8, 1903, through its French correspondent reports that a company have been formed in France with a capital of 10,000,000 francs, under the name of "Campagnie des Alcools Français," who propose to increase the manufacture and consumption of alcohol in France, and also to manufacture this substance from acetylene by a new, and, as yet, secret process. At present this process is not available on a commercial scale, but it is expected that this will soon be possible. The new alcohol manufacturing company have been organized from the French Acetylene Company, and have formed a partnership with the association of manufacturers of the ordinary, so-called agricultural alcohol, whereby the new company contract to buy the entire output of agricultural alcohol at 12 francs per hectolitre. It is the purpose of the new company to dilute the agricultural product with the acetylene product, and so to reduce the price of the mixture from 45 to 35 francs per hectolitre. This scheme, according to the *Pharmaceutische Zeitung*, seems to be somewhat suspicious. Either the new company are not quite sure of being able to produce the acetylene alcohol as planned, or they want to destroy and not to further the alcohol industry of France. A great deal of interest is manifested in French industrial circles regarding the activity of the new concern, who began their operations in May.

The Action of Heat Upon Gum Arabic.—According to a report of the Hamburg firm Aug. Goetze (*Pharmaceutische Zeitung*, February 11, 1903) temperature has a marked influence upon the behavior of gum arabic. Light and heat change the outer aspect of the gum even in the countries where it is gathered. The surface of the pieces which is at first smooth becomes cracked and rough, the transparency changes to a dull opacity, and the pieces grow softer and crumble. Pieces which were colorless and transparent like water become white as snow; those that were a glassy-red become reddish-white. Red gum becomes yellowish or brownish, and the longer the gum is exposed to heat the greater are the changes in appearance which it undergoes. The finest varieties of gum arabic are the most affected by light and heat, and the beautiful varieties of white, soft and ripe Cordofan gum which are so prized in the market are in reality nothing but the products of light and heat upon the originally hard and glassy pieces. Artificial heat, it may be added, acts in the same way as the heat of the sun, and therefore the samples, no matter what their original appearance was, are all more or less changed in the course of time, while the stock of gum itself, which is usually kept away from light and heat, remains comparatively unaltered. Not only the outward appearance, but also certain other characteristics are changed in the course of time by light and heat. The gum cracks and becomes less elastic. The best varieties are most affected in this respect also. Soft, white Cordofan gum, which is of a beautiful color, cracks most readily, as the pieces have been dried in Egypt by the influence of heat. Senegal gum does not dry as readily as Cordofan gum, as it is less brittle and is not so exposed to the sun in Senegal as in Egypt. The so-called Cape gum from German East Africa, is very apt to crumble into small pieces. Indian, Persian, Australian and South American varieties of the gum are not so brittle and not so apt to crack as the others, as they are not exposed so much to heat and do not dry so readily.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Prescription Difficulty.—N. B. M. asks the reason for the occurrence of a precipitate in the following prescription and says that "even when dissolved separately the codeine sulphate is immediately precipitated when added to the solution of strontium bromide."

R Strontium bromide } aa.....3ij
Potassium bromide }
Codeine sulphate.....gr. iij
Peppermint water.....ad. 3ij

The slight precipitate formed in this mixture is not codeine, but strontium sulphate formed by the interaction between the codeine sulphate and strontium bromide. Strontium sulphate is insoluble, and as the quantity formed is so infinitesimal as to be inert therapeutically, it should be removed by filtration after the mixture is completed. In dispensing this prescription proceed as follows: Dissolve the bromides in 2 ounces of peppermint water and the codeine sulphate in 1 ounce; mix the two solutions thoroughly and let stand a few minutes until the greater part of the precipitate has subsided; carefully decant the supernatant fluid and filter it. If the whole precipitate is put into the filter the filtering proceeds very slowly, owing to the clogging of the filter by the finely divided strontium sulphate.

Tincture of Iron Citro-Chloride.—C. B.—Tinctura Ferri Citro-Chloridi is a National Formulary preparation designed chiefly to furnish a tincture of iron that is compatible with gentian in making the elixir of gentian with tincture of chloride of iron. It is also used in elixir iron, quinine and strychnine; beef, wine and iron, and some other National Formulary galenicals. In some localities it is an article of popular sale under the names "tasteless," or "sweet tincture of iron." Although the alkaline citrate in the preparation masks the ferruginous taste of the tincture, the incompatibility of the iron chloride with tannin bearing drugs is but slightly modified; it makes a clear mixture with compound tincture of gentian, sherry and angelica wines and other fluids containing small amounts of tannic acid, but gives the usual inky fluid and copious precipitate with compound tincture of cinchona and other fluids containing comparatively large percentages of tannin.

Celluloid-Amyl Acetate Varnish for Bronze Paints.—Z. L. P.—Buchheister gives the following formula for a celluloid solution in amyl acetate:

"Two parts of celluloid are dissolved in 20 parts of acetone by contact for several days in the cold, then 78 parts of amyl acetate are added and the mixture set aside to clarify."

MacEwan gives a formula calling for 1 ounce of celluloid dissolved in 20 ounces of amyl acetate, and states that the proportions should be changed according to the purpose for which the varnish is to be used. The celluloid used should be the colorless, transparent sheet celluloid, cut up into fine shreds with a pair of shears. The finished varnish is quite transparent and colorless, or with but a slight greenish tint, and in general physical appearance much like simple syrup diluted with an equal volume of water would appear as to color and density, when viewed in a flint glass bottle. For silver or gold paint sufficient aluminum or gold bronze powder is mixed with the celluloid varnish, preferably at the time of using. On account of the strong fruity odor of the amyl acetate this varnish has been dubbed "banana liquid" by painters.

Disinfecting Ribbons.—R. S. P. Co.—These are simply pieces of tape impregnated with various aromatic solutions. They are disinfecting in name only, merely giving off a pleasant odor to cover up a bad one. The following will probably answer your purpose. Saturate first your tape with a solution of nitre, 10 per cent., and hang it up to dry. When thoroughly dry dip in a tincture made from the following formula and again dry. The solution can be colored to suit.

	Ounce.
Benzoin, finest.....	1
Myrrh.....	¼
Storax.....	½
Tolu.....	¼
Cascarilla.....	1
Peru balsam.....	½
Oil lavender.....	¼

Macerate in alcohol 10 ounces for eight days, filter and add any additional color and perfume desired.

Compound Syrup of Glycerophosphates.—T. H. S. asks for a formula for this preparation for which he has had prescriptions. Probably the following from the British Pharmaceutical Conference formulary will answer your purposes:

	Grains.
Glycerophosphate lime.....	80
Glycerophosphate soda.....	40
Glycerophosphate potash.....	40
Glycerophosphate magnesia.....	40
Glycerophosphate iron.....	20
Citric acid.....	15
Caffeine citrate.....	40
Strychnine sulphate.....	1

Dissolve the salts in 2 ounces of water, adding the citric acid last, and mix with sufficient heavy syrup to make 20 ounces, adding 10 minims chloroform and 20 minims alcohol to preserve.

Liquid Soap.—R. W. & Co. want a formula for a good liquid soap. We beg to refer them to the note frequently published that this department is for the benefit of subscribers and members of the trade only. Any pharmacist worthy of the name can prepare a liquid soap, and inasmuch as R. W. & Co. do not appear to be pharmacists, we can only tell them that what is worth having is worth paying for and they can get what they want from their local druggist.

Pepto-Mangan.—L. M. K.—The ordinary commercial solutions of so-called peptonate of iron and manganese are by no means identical with this preparation. The solutions are invariably albuminates and not peptonates. We cannot give you the formula of something we do not know the composition of. You should dispense what is called for and not try to find substitutes. It is not simply a matter of sentiment, it is strict business and pays in the long run.

Shellac Varnish.—F. R. P. writes: "Kindly publish a method of dissolving bleached shellac in alcohol, and also the process used for bleaching an alcoholic solution of brown shellac."

Bleached shellac is dissolved with difficulty in alcohol, especially if the gum is old and dried out.

In manufacturing "white shellac varnish" on a large scale, the gum is ground to a coarse granular powder and digested with the alcohol in tight metal drums with gentle heat. Usually the digesting drums are cylindrical

sheet steel tanks revolving slowly on a horizontal axis. The heat is applied by a steam coil, or by having the lower part of the revolving cylinder immersed in a tank filled with water that is kept hot by a steam coil. The heat should not exceed 150 degrees F., and the revolving tank should be provided with safety valves to relieve any excess of pressure arising from too high a temperature.

Operating on a small scale a refractory bleached gum may be readily dissolved in alcohol if the shellac is first moistened with sulphuric ether and allowed to macerate for 24 hours.

Alcoholic solutions of brown shellac may be bleached by digesting the varnish with fresh granulated bone black, free from fine dust. Exposing the mixture to sunlight hastens the bleaching. The bone black is afterward removed by filtration through felt, and the filtrate allowed to stand at rest until the small amount of fine particles of the bone black passed through the filter has settled so as to allow of the clear liquid being separated by decantation.

This process is a tedious and expensive one, and is only applicable for certain high class French polishes and lacquers.

Who Manufactures Locotine?—B writes: "Please state who manufactures an article by the name of Locotine, or something having a name similar to this. It is used to impart a rich creamy color to milk and is, I think, made in Chicago."

We regret our inability to place the manufacturers of an article bearing this name, though we have consulted several general lists and directories of proprietary articles.

To Clean Straw Hats.—T. C. H. asks for a good cleansing agent for straw and Panama hats. The simplest method is to brush well with dilute ammonia water or potash solution, following with a liberal application of a solution of hydrogen dioxide to lighten the color of the straw. This solution is much easier to use and gives more satisfactory results than the bleaching with sulphur often recommended.

Ratafia.—W. H. W. asks the meaning of this term. Originally it was applied to a number of extracts prepared from various fruits. Nowadays it is restricted to almond flavoring extracts, and plain essence of almond is usually put up when ratafia or essence of ratafia is asked for.

Correspondence.

"Trade Conditions in Boston."

To the Editor:

Sir,—I notice in your issue of June 8 an article on Trade Conditions in Boston. I regret to say that from a little investigation of my own in a recent visit to Boston I found "trade conditions" for the retail druggist somewhat different from these stated in your article. If the "work" of the N. A. R. D. in other cities has the same results as in Boston then it certainly has a very discouraging prospect before it. Every cutter and department store in Boston is advertising patents at lower cut prices than ever; and a prominent retailer informed me that the only result of "better prices in Boston" was a fee and a printed list of patents with a "request" that he not sell *below* the prices named in the circular, while his neighbor, the "Cutter," was advertising the same goods for less than he could buy in ordinary quantities. Now let us not have any misstatements in regard to these matters.

ALEX. M. ROBINSON.

BANGOR, MAINE, June 10, 1903.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticize advertisements, suggest improvements, and answer all questions coming within the scope of this department.

PLAN A CAMPAIGN.

A LARGE portion of the druggists who fail to get satisfactory results from advertising can attribute their failure to lack of a definite campaign. This becomes more and more obvious as examples multiply of the benefit of a definite system. The reason that there are as yet so few definite, carefully planned campaigns is, of course, because the need of them is not recognized.

Much as drug advertising has advanced in the last few years, it is yet largely in the experimental stage as far as the majority of druggists is concerned.

One has to grow to a certain point in knowledge of the principles of advertising before arriving at a full appreciation of the amount of attention advertising demands. It is hard for most merchants to see what a vital part of business it is, or how great its bearing may be on success.

It is well, however, to keep emphasizing the matter and to keep urging that advertising be given the time and attention it deserves. Sooner or later this point will be generally recognized, and those who recognize it first will be well repaid for doing so.

No druggist should advertise at all unless he plans some sort of a campaign in advance. Hit-or-miss methods bring miss results. There should be an intelligent conception of what is to be accomplished and careful planning of the means by which the end is to be attained.

In the beginning the average retail advertiser does not take into consideration the amount of time that is required to get the full results of advertising. He is looking for immediate results only, and his plans extend only into the immediate future.

The man who gets results worth while recognizes the fact that the advertising done now should be but part of a never-ending campaign, that the results he gets now are only part of those to which he is entitled, and that there will be other results as long as he is in business if he plans to get them.

The thing to do is to do nothing without a definite plan. Sit down and think it over. Make up your mind how much you are willing to invest in advertising for a year—never make any plan for less than a year—and then determine upon some systematic manner of spending the appropriation. If your store is so located as to be able to draw trade from all the territory covered by your local newspapers there is not likely to be any mistake made in putting a good share of your appropriation in the papers.

If so located that much of the circulation of the papers would be wasted, because it is outside your territory, then rely upon circular advertising and have the advertising go out with utmost regularity. The neighborhood or other store that must depend upon circular advertising

must positively put out something once a month to get results—twice a month is three times as good. Weekly is best of all, but in many instances cannot be done.

There is just one thing to be kept in view in planning any campaign, and that is how best to reach the people you are after. Rather than take long chances use the mail. That is always sure.

Plan to do so much this year with the intention of doing more next year if there are signs that the work is paying. Do whatever you plan, and be patient; you can't tell under a year what the results are to be, although you may not have to wait so long to be sure of profitable returns.

Spasmodic and irregular advertising is responsible for a large share of the failures to get decided results.

Such failures will continue until this fact is recognized.



CRITICISM AND COMMENT.

Andrew R. Cunningham, the hustling Detroit druggist, has the following matter printed on the flap of his business envelope:

"If you buy an article in my store and find it in any way unsatisfactory, bring it back and get your money back. I do not, at any time, want your money unless you are satisfied that you have got your money's worth in exchange for it.

"I am not sentimental about it; I know it will pay me to treat you well."

Little statements of this sort sound well and do good. A person who reads it is apt to receive at once a definite and favorable impression as to the character of the store. If further acquaintance confirms this impression permanent patronage is assured.



HE FAILED TO GET RESULTS.

Once in a while advertising men have to back down on their claims that where enough good advertising is done results are certain.

For instance, a year or so ago a reader of this journal wrote me in reference to his advertising and submitted samples of his ads. His efforts were commended, and certain suggestions were made as to the enlargement of his campaign. Later he wrote that directions had been faithfully followed but business failed to boom. Another effort was made to help him out with like results. The solution of the puzzle came the other day, when, meeting a man who lived in the other man's town, I mentioned the matter. Said he, "Results, I guess not! He has a lot of results coming to him, but not that kind. He has a way of mixing with the domestic affairs of other people, and as a result has been shot at once and had vitriol thrown on him another time. I haven't heard what may have happened to him since I left home."

I was, of course, shocked to hear this of a druggist, but was consoled to find that a cherished tradition in regard to advertising was not wholly shattered.



SOME CURRENT ADVERTISING.

No. 1. This ad illustrates one of the many ways in which an ordinary subject may be treated. There is hardly an article in the store that does not present an equal op-

portunity for the presentation of some side light or information of this character.

No. 2. A well displayed ad, but too crowded. Should have had double the space.

No. 3. A heading of this kind is better than a blind one. It will at least arrest the attention of those who are in need of dentifrice.

No. 4. Same kind of heading as in No. 3, but not bold enough. The effective part of this ad is the price which should have been prominently displayed.

No. 5. Not the best kind of ad, but would have been

"655 Grains of Meal"

Prepared and ready to serve the blood and nerves in what one tablespoonful of ROWLINSKI'S BEEF, WINE AND LIME (PREPARED) represents. It is the tonic for run-down, weakest nature. It gives tone, new life and energy to the blood and nerves. It never disturbs digestion. It can be taken at all times with immediate benefit.

"Get It at Rowlinski's"

Broughton and Dryden sts. Other telephone 611.
CUT RATE PATENT MEDICINES.

BRISTLE TALK

A BRUSH of our dentifrice is joined by the quality of the bristles which is constant, and none more effectively than a Tooth Brush.

Every tooth brush we sell, no matter what the price may be, is made by J. C. E. NASMYTH & CO., of Paris, France, whose name stands for the highest quality in anything made from bristles.

Buy Your Next Tooth Brush Here

C. E. NASMYTH & CO.
City Drug Store, Market Square, Telephone 111. Chicago, Ill.

2

GREER'S TOOTH POWDER

Enlarged and improved in the finest Tooth Powder on the market. Use for the same uses that Lyons and others advertise at 25 and 50 cts. Use for the same they advertise at 25 and 50 cts. We save you nearly 50 per cent on your purchase. We can do this as we manufacture and sell you at our profit. See display in our window.

JOHN H. GREER, Ph., G.
Druggist 259 Essex Street

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better of its kind had there been room for more adequate display.

No. 6. An ad that was quite conspicuous upon the page from which it was clipped, but would have been more so had the heading been in two lines, one word to a line in type twice the size.

No. 7. It will be noticed that nearly all the ads shown in this collection have headings which clearly indicate the subjects of the ads. When in doubt this is the thing to do.

Other headings would have been better in some of these ads, but these will all do. Ad No. 7 is not apt to accomplish much because a specialty of this character cannot be properly exploited in so small a space.

No. 8. About all that can be done in the space.

The Manufacturing Chemists' Registration Bureau.

The following titles have been registered in the Manufacturing Chemists' Registration Bureau since the issuance of the revised list dated April, 1903:

Analges. Eli Lilly & Co.
Rheumatism. Eli Lilly & Co.
Santal Globules. Nelson, Baker & Co.
Streptolytic Serum. Frederick Stearns & Co.
Sanguetine. Eli Lilly & Co.

GARFIELD'S LITTLE LIVER PILLS

In every household it is necessary to have on hand some pills. In Garfield's Little Liver Pills you get a sure and efficient remedy, which acts on stomach, liver, alimentary canal, etc. It cures liver complaint, constipation, nervous biliousness, headache, sour stomach, distress after eating, and cleans the complexion. We guarantee satisfaction or money refunded. Fifty pills in each box. Price 15 cents.

Our Dr. Pappert's Dyspepsia tablets are a positive cure for dyspepsia and all decompositions of the stomach and bowels. Price 25 cents.

CUT RATE DRUG STORE

Cor. Main and Vesper Streets.

Great Jumping Act.

PAIN JUMPS IN 10c. Toothache Cure. 10c. PAIN JUMPS OUT! Greatest jumping act you ever experienced. Marion Corner Drug Store. L. F. GAITHER, . . . Pharmacist.

5

PURE SPICES.

Purity and Freshness are the essential qualities in buying spices for pickling or preserving, and much of your success will depend upon the presence or absence of these qualities.

Do not take a chance but be sure and get the best.

Foot's Pharmacy
Registered Pharmacists
ARCHBOLD PA.

6

Reburn's Hair Tonic

50 cents. A Perfect Hair Dressing GUARANTEED to prevent the hair from falling out. See Big Corner Window. **REBURN'S DRUG STORE,** Main and Race, Cham. Mass.

7

Rubber Goods ALL KINDS

Crutches, Surgical Supplies, Elastic Stocking and Supporters.

TONSON'S DRUG STORE, 224 State St. Phone 771-1211.

8

Opportunities for Export Trade.

AMERICAN PROPRIETARY REMEDIES IN THE ARGENTINE REPUBLIC.

(By Our Traveling Correspondent.)

IN my last letter, published in the issue of February 9, page 77, I described "La Estrella" Pharmacy, one of the oldest and most successful drug stores in the Argentine Republic, the illustration being given of both the interior and exterior of the store.

This letter will be devoted particularly to the American proprietary remedies and their introduction, or, rather, the possibilities of their introduction in this country. American phar-



Calle Veintecinco de Mayo, Buenos Aires.

maceutical specialties and proprietary goods are not well known, mainly for the reason that no adequate and systematic effort has been made to introduce them here, though Lazell's perfumes, Colgate's soaps and perfumes, Scott's emulsion and a few other American proprietaries are known and popular.

The customs duties are not excessively high on this class of goods, as these things go in South America, the rate of import upon proprietary remedies being 25 per cent. ad valorem, with a 10 and 2 per cent. supplementary duty. This has been increased, however, by a recent decree imposing a stamp tax of 5 cents (about equal to 2 cents in American gold) upon all proprietary remedies, domestic and foreign alike. While ordinarily samples are admitted free of duty, this exemption will not apply where excessive quantities of samples are introduced.

One of the most discouraging features of trade with the Argentine Republic, as, indeed, with all countries having any but the gold standard, is the great depreciation of the currency as compared with that of countries on a gold basis. This depreciation must be borne in mind by American manufacturers who desire to build up business in Buenos Aires, as no one can hope to attain a wide measure of success with any proprietary remedy retailing at more than 50 cents in the United States, as this would have to retail in Buenos Aires at \$2 in Argentine currency, which is a very considerable sum.

Here, as elsewhere, the most effective advertising is that which reaches the consumer, but as it is difficult and expensive to reach the consumer direct, he may be approached through the pharmacist and in certain lines through the physician. The physicians in the Argentine Republic have for the most part received their professional education in Europe and must be approached in much the same way as European physicians—that is, through letters and advertisements—and not as are American physicians, by "detail men" direct. At least this latter method seems not to have been successful, though it is possible that the general lack of success has been due to want of proper qualifications on the part of the canvasser. The druggists or pharmacists are intellectually and socially fully equal, if not superior, to those of the United States, and are by no means lacking either in business ability or scientific skill.

Special advertising to druggists is therefore advisable, that they may be made thoroughly familiar with the various specialties and not be obliged to confess ignorance of any particular product asked for by a customer or prescribed by a physician.

Throughout the Argentine Republic advertising of a general nature is costly, particularly in the more sparsely settled districts. A single firm undertaking to cover the territory would find their resources taxed in a disheartening manner. The best and quickest method, therefore, of attaining the desired end at a minimum of expense would be for the various firms to organize into groups.

These groups should be limited in number, consisting, say, of from six to ten firms each. Their products should not conflict, but rather should represent within certain bounds as great a diversity as possible. In this manner the expense is divided and the interest of the prospective purchasers aroused.

Another important advantage in the formation of these groups is the ability to engage a general agent. The expenses of an agent are comparatively high, and where he might not be immediately successful, he would lose courage, present his goods with less enthusiasm and begin with his employers a soul-destroying correspondence, explanatory on his part and spirited and reproachful on theirs. Acting for a group, the expense would be less onerous on each individual firm, and there would be a chance to interest any given purchaser in at least one of his samples, and interest on the part of the buyers would be excited by the simultaneous exhibition of several American novelties. A greater opportunity to grasp American methods of manufacture and sale would be afforded them, and the first "no" would not necessarily drive the agent to the tropical jungle.

Furthermore, under these circumstances the agent could get better rates for the distribution of his larger amount of pamphlets and samples. Discounts and collective shipments would help immensely.

The best method of advertising here is the mixed, which will reach first the physician and druggist and more indirectly the consumer. As it must be large in amount, the division of expense affords advantages that are obvious.

We have said that the groups should be made up of from six to ten firms each. Why, it may be asked, should not the groups be larger? Because if too large a number of firms be grouped together, the total to be exhibited by a single agent comprises too many different products. The buyers, intelligent



Argentine Milkmen in the Suburbs of Buenos Aires.

as they are, might easily become confused by division of interest, and the exhibition of samples, not stopped at the "psychological moment," would, instead of exciting a pleased attention and a growing enthusiasm, tire and irritate. The customers who, if suavely and gently handled, might prove friendly and even helpful, are apt to feel they are being "worked," and finish with a sentiment of actual hostility.

The French, whom we are too apt to underrate as business

men, devised this clever system of limited groups, and their large specialty houses have attained great and satisfactory results. With these hints as a groundwork, we hope our American houses will improve, as usual, upon the Europeans.

TAXES AND REGULATIONS FOR FOREIGN COMMERCIAL AGENTS.

J. F. MONAGHAN, United States Consul at Chemnitz, Germany, sends to the State Department a publication relating to the taxes and regulations for foreign commercial agents, which he has obtained through the instrumentality of the German Union of Traveling Agents. The following facts, taken from the book, will be of interest to American business men connected with the foreign trade:

DENMARK.

In Denmark traveling salesmen are required to pay an annual tax of 160 crowns (\$42.88). In case these agents represent more than one house, they are required to pay the full tax of 160 crowns for the first house and 80 crowns (\$21.44) for every other house represented. This tax must be paid immediately upon arrival at the first Custom House of the country. An identification, both business and personal, is required, and for this purpose a notarially certified copy of the agent's power of attorney, visaed by some Danish consulate, is considered most practicable. The receipt given upon payment of the above named tax must be presented for indorsement to the police and the tax authorities of each locality in which the agent transacts business. Samples and patterns are subject to duty on entry into the country, but this is refunded upon departure. Evasions of the regulations are punishable by heavy money penalties.

FRANCE.

France requires nothing but a business passport, which properly identifies the bearer, both as to person and as the representative of a firm, and qualifies him to do business. There is no special tax. The duty on samples must be paid or proper security given therefor; upon departure from the country this is refunded or the security canceled.

ENGLAND.

England, according to the publication above referred to, as the classic land of free trade, throws no obstacles in the path of the foreign commercial traveler. He is welcome to come, welcome to stay, welcome to transact his business and welcome to leave when he is done. No duties increase his expenses and no customs regulations delay his travel.

THE NETHERLANDS.

In the Netherlands the commercial agent must report to the first custom house which he comes to and have an industrial tax receipt made out in his name (billet van de bedryfs-belasting), at a cost of 15 gulden (\$6). A transit pass (no fee) must be applied for, to accompany samples. These are separately labeled and entered, and as security for their return, or for the payment of the full duty in case they are sold in the country, a deposit of 25 per cent. of their market value is required. In case any samples are sold, the regular duty must be paid upon the whole lot.

NORWAY.

Norway prescribes the issuance of a trade pass good for 30 days and costing 100 crowns (\$26.80). In every locality where business is to be transacted this pass must be presented to the police authorities to be visaed and indorsed. In the absence of such certification a "sojourn book" is required. Full duties must be paid on all samples entered, but these are refunded on leaving the country, if proper evidence can be presented that the samples were originally entered and appraised. Violations of the regulations are punishable by a fine ranging from 100 to 500 crowns (\$26.80 to \$184).

AUSTRIA.

In Austria, all traveling agents who can produce proper trade licenses and identifications are admitted to the country without payment of any duty, though samples sold in the country are dutiable when the agent leaves; nor are the agents subject to any other tax. Commercial agents also enjoy preferential baggage rates on the Austrian railroads, if they can produce a trade or identification card issued by the Austrian authorities. The rates in such cases are 2 heller (0.2 cent) per 10 kg. (22 pounds) for every kilometer (0.62137 mile) traveled.

SWEDEN.

In Sweden, as in Norway, the agent is required to take out a trade pass, which costs 100 crowns (\$26.80) and is valid for 30 days. A receipt for this tax must be produced at all places where business is to be transacted. Inability to produce such a receipt subjects the agent to a fine of from \$26.80 to \$184. The regulations are said to be most stringently enforced, and their closest observance is advised. On entering samples the regular duty must be paid; upon departure this duty is refunded, providing all samples entered can be produced.

SWITZERLAND.

In Switzerland, a business passport showing qualifications to engage in the trade, and serving as identification, is alone required. Upon presentation of this passport to the Swiss authorities, a special passport is issued by them—free of charge—which is sufficient for all trade purposes in the country. No duty is imposed upon samples, provided their full identity can be established.

RUSSIA.

In Russia, a Government and property tax of 150 rubles (\$77.25) is imposed in case of the establishment of a commercial house, and in addition a commercial tax of 45 rubles (\$23.17). In the case of single commercial agents a trade tax of 50 rubles (\$25.75) is imposed, and a communal tax of 10 rubles (\$5.15) in addition. The Russian regulations respecting foreign commercial agents are very strongly prejudicial to Jews. Agents or commercial houses of this nationality are required to pay, instead of a Government tax of 150 rubles as given above, a tax of 500 rubles (\$257.50) in addition to the communal tax. These taxes are paid against a receipt, which is valid until January of the next year and is sewed onto the traveler's general passport. A trade or business pass is also required, showing that the agent possesses full power to represent the firm. If the head of a commercial house comes to Russia and opens up trade, he is subject to a tax of 150 rubles (\$77.25) in case he establishes no permanent offices, magazines or stock rooms. In case he does establish permanent offices he is required to pay a tax of 500 rubles (\$257.50) if he conducts a wholesale business and 450 rubles (\$231.75) if he carries on a retail trade. Jews are required to pay the full tax of 500 rubles in either case.

A Pure Drug Law for Porto Rico.

The "General Regulations Governing the Import and Sale of Food Stuffs and Drugs in Porto Rico," lately issued by the Superior Board of Health of Porto Rico, are, in effect, a pure food and drug law for that island.

The regulations prohibit generally the transportation, exposure or sale of any adulterated or misbranded articles of food, which is defined as "all articles used as food, drink, confectionery, condiment or spice (whether simple, mixed or compound), used by man or domestic animal."

The regulations provide specifically standards of purity for milk, condensed milk and cream, butter, cheese, lard, olive oil, vinegar, wine, flour, bread, sugar (unrefined and refined), coffee, tea, cocoa, molasses, syrup, honey, candy, baking powder, fruit, meat, vegetables, jellies and preserves, fruit juices, gin, whiskey, beer, brandy, rum and drugs.

Foods containing the preservatives, "boric, benzoic or salicylic acids, formaldehyde, or any antiseptic substances (salt and saltpetre excepted)," must have the names of the preservatives used printed upon the package.

Drugs are defined as: "All medicines and medicinal preparations for internal or external use that are official in any Pharmacopœia recognized as authority in Porto Rico at the time of the investigation."

The regulations further provide that "A drug will be considered to be adulterated in the following cases:

"1. If it differs from the standard of identity, quality, strength or purity as described in the Pharmacopœia of the country from which it comes, or pretends to come, official at the time of the investigation.

"2. If it differs in any respect from any declaration, written or verbal, made by one selling it in regard to its identity, kind, quality or strength.

"For the purpose of these regulations a drug shall be deemed to be misbranded in the following cases:

"1. If it is an imitation or is offered for sale under the name of another article.

"2. If on the vessel, wrapper or envelope containing it there is any false statement in regard to its ingredients or composition, or in regard to the place in which it was manufactured or prepared, or from which it was secured."

The American Invasion of India.

The Times of India says that there are signs, very distinct, that the Americans have commenced their invasion of the commerce of that country in earnest. To every department of commerce America is contributing her quota, and the local bazaar exhibits unmistakable signs that her intention is not merely a casual experiment. She is not merely feeling her way, but has already laid down the foundation of a thriving and prosperous business. American agents are fully alive to the possibilities of the country, and, as the Indian Textile Journal points out in a recent issue, the probability that American capitalists will look to India as a future field for industrial speculation is not far remote. Whatever else may be said of American competition, it is always fair and always legitimate. It does not result in a market flooded with goods of the cheap and nasty order; it does not arise out of methods risky and speculative, so far as the manufacturers themselves are concerned. American success is due to pluck, enterprise and inventiveness, helped by skill in manufacture and worth in her productions.

The New Russian Tariff.

Consul-General W. R. Holloway reports from St. Petersburg that the tariff experts of the customs bureau have been working for a considerable time on a new tariff, in view of the approaching expiration of the trade treaty with Germany. There is a decided increase in many articles, but it is believed here that it is being formulated mainly as a basis for the negotiation of new treaties.

The St. Petersburg correspondent of the London Times quotes from the *Novoe Vremya* the following:

In the vast majority of cases the duties of the new tariff show an increase of 50 per cent. on those of the tariff of 1891. The duties on many articles have been doubled, and in some cases more than doubled. This applies especially to manufactured goods, and to a less extent to agricultural products and to gastronomic delicacies. The new tariff shows a great improvement on the last in the matter of specification, and many classes of goods which were formerly grouped together are now divided into different classes. For instance, cycles and electrical apparatus now occupy classes to themselves instead of being grouped together with other machinery. An especially interesting feature of the new tariff is that the duties on goods imported by land are 20 per cent. higher than those on the same goods imported by sea.

The Chemical Industry in Russia.

The following review of the chemical industry in Russia is translated from a recent number of the St. Petersburg Messenger of Trade and Industry:

The characteristic feature of last year was the almost total suspension of the import of chemical products and the very perceptible decrease in their prices, due to the growth of competition and improvements in manufacture. The demand for mineral acids, salts and alkali has been largely supplied by home manufacturers, the import being confined to small ports and frontier towns. In addition to the works at Warsaw and Moscow, a new plant, with modern improvements, was completed at St. Petersburg, which caused during last year a reduction of 30 per cent. in the price of sulphuric acid and its by-products.

There has been a marked increase in the amount of sulphur and sulphuric pyrite produced and a decrease in the import, viz.:

	Sulphur.	Poods.	Tons.
1900.....		1,102,000	= 17,918.5
1901.....		944,000	= 15,349.5
1902.....		93,000	= 1,512.2
<i>Sulphuric Pyrite (containing about 2 per cent. of copper).</i>			
1900.....		3,317,000	= 53,934.5
1901.....		3,693,000	= 60,048.5
1902.....		3,108,000	= 50,504

The price of sulphur and sulphuric pyrite is gradually increasing, while that of azotic and muriatic acid has dropped from 75 to 80 kopecks (38.6 to 41.1 cents) to 65 and 70 kopecks (33.5 and 36 cents) per pood (36.112 pounds). The price of chloride of lime decreased from 2.25 rubles (\$1.16) in 1901 to 1.40 rubles (72.1 cents) at St. Petersburg, 1.30 rubles (67 cents) at Moscow, 1.45 rubles (74.6 cents) at Riga and 1.60 rubles (82.4 cents) at Odessa. This decrease was due to the erection of a new factory in 1902, which used the electrolytic method. A comparison of the figures for the import of chloride of lime in 1902 and 1901—80,260,000 poods (1,305,040.5 tons) and 95,000 poods (1,544.7 tons), respectively—show that the prices of this product in foreign markets were less than those in Russia, and notwithstanding the duty—1.15½ rubles (59.5 cents) per pood—

it was imported in large quantities, which import aided in decreasing the prices of the home product.

The trade in chemical products for manufacturing purposes shows a considerable increase of indigo and oxalic acid. The supply of the latter almost doubled during the last two years and now amounts to from 3,000 to 3,500 poods (48.7 to 58.4 tons) per month.

Competition and cheap varieties of foreign tannin have reduced the price of this product from 35 to 36 rubles (\$1.80 to \$1.85) to 30 to 31 rubles (\$1.55 to \$1.59) per pood.

A plant has been recently erected at Kineshma, in the Koscroma Government, for manufacturing benzol and aniline from petroleum.

Around the World in Forty Seconds.

It is expected that when the new cable line to Manila has been completed it will be possible to send a message round the earth in 40 seconds, and an effort will be made to do this as soon as the first official congratulatory messages have been exchanged. A message will be sent from the main office of the Postal Telegraph line, two blocks from the office of the *AMERICAN DRUGGIST*, and this message will traverse only two lines—viz.: the Postal (with which the Commercial Cable Company may be considered as identical) and the Eastern Telegraph Company—in encircling the globe. The cable has already been laid as far as the Hawaiian Islands, and three steamers are engaged in the work of laying the stretch of cable between Hawaii and the Philippines. One steamer will put down the cable from Manila to Guam, another from Guam to the Midway Islands and the third from the Midway to Honolulu, where it will be connected with the cable already operating between that port and the United States. The stretch of cable between California and Hawaii was laid from east to west; the other three sections will be laid from west to east. It is expected to open the line to Manila for operation on July 4.

Trade Information from Spain.

The Vice-Consul-General of the United States at Barcelona, H. Henderson Rider, is visiting the United States with the object of securing business connections that may lead to increasing our trade with that country.

Mr. Rider has lived for the greater part of his life in Spain and is familiar with the trade conditions that obtain there. He intends visiting New York, Philadelphia, Chicago, Washington and Boston, and his address will be the Murray Hill Hotel, New York. Any of our manufacturers who may be seeking to extend their export trade to the Spanish market might find it to their advantage to communicate with Mr. Rider, who is able to give practical information.

Firms seriously intending to find a sale for their products in Spain can acquire, from a personal interview with one having a knowledge of the Spanish trade, an insight into the peculiar conditions to be met with in that country.

German Chemical Factory.

Consul-General Richard Guenther writes from Frankfort, May 18, 1903:

The largest factory of chemicals in the world is said to be the aniline and soda establishment of Baden, in Ludwigshafen-on-the-Rhine. The works employ 148 scientific chemists, 75 technical engineers, 305 clerks and more than 6,000 workmen. There are 421 buildings for factory purposes, and 548 dwellings for laborers and 91 for officials. One hundred and two boilers furnish steam for 253 engines with 12,160 horse-power. Gas is extensively used as fuel. Five large steam hoists on the banks of the river are used for loading and unloading. The works own a vessel, with a capacity of 600 metric tons, for the transportation of sulphuric acid. A network of railways, having a total length of 27 miles, connects with the State railroad system. Three hundred and eighty-seven cars are owned by the factory.

The preferential reduction of 10 per cent. in the amount of the duty collected by the South African colonies upon articles of British manufacture promises to be less of a handicap to American manufacturers than it seemed at first. It amounts generally to less than 1 per cent. of the value of the imports, an amount fully offset by the lower freight rates obtainable by American shippers.

Association Meetings.

THE NEW YORK STATE ASSOCIATION.

The Twenty-Fifth Annual Meeting—Large and Enthusiastic Attendance—The Graduate Requirement Approved.

(Editorial Correspondence.)

THE twenty-fifth annual convention of the New York State Pharmaceutical Association opened its first sitting at 10.30 Tuesday morning, June 16, in the Auditorium, Utica, with about 80 members in attendance. President Thomas Stoddart, of Buffalo, opened the proceedings in a brief speech of greeting, and introduced the Hon. Charles A. Talcott, Mayor of the city of Utica, who welcomed the visitors in a speech of great cordiality expressive of the pleasant and agreeable privilege it was to him to greet the pharmacists of the State. He dwelt upon the achievements of the association in the matter of safeguarding the sources of supply of drugs and chemicals and maintaining the standards of purity, and closed by paying a well deserved compliment to the local Committee of Arrangements, who had provided an excellent and varied programme of entertainment.

PROFESSOR HUESTED RESPONDS FOR THE ASSOCIATION.

President Stoddart briefly thanked the Mayor for the cordiality of his welcome and called upon Prof. A. B. Husted, of Albany, to make formal response for the association, which he did in an effective speech full of historical reminiscences and entertaining references to the early history of the association.

W. H. ROGERS RESPONDS ELOQUENTLY.

William B. Bunker, of Utica, the chairman of the Committee of Entertainment, was then introduced and extended fresh welcome to the visitors on behalf of the Utica Druggists' Association. President Stoddart then called upon W. H. Rogers, of Middletown, to make appropriate response for the State Association. In the course of an eloquent address abounding in historical references, Mr. Rogers said:

UTICA'S PLACE IN HISTORY.

It is fitting that this, the twenty-fifth anniversary of our association, should here be celebrated in the city which gave it birth, and we realize that we stand upon historic ground. For this is Utica, the queen city of the Mohawk Valley, capital of Oneida County, celebrated in history, legend and song as the home of the great warrior tribe of Oneida Indians, leaders of the great confederacy known as the Six Nations, the greatest confederation of North American Indians known to history, who by their valor made themselves known and feared from the mountains of New England to the Mississippi. And as the warrior tribes of old assembled here, so we come from every portion of our great Empire State, but as citizens, friends and pharmacists, for social reunion and for the advancement of pharmacy. The traditions of the red men bind us not, and few of us bear totem or symbol of the red men. It is true that Locke comes from the country of the Tuscaroras, but he bears no visible mark thereof, even though report does say that he is the equal of any blanketed warrior of old in a ghost dance. The tribe of Onondagos send here Muench and Dawson, better seasoned with Attic salt than Syracuse brine.

TAMMANY AND MONTAUK.

Few, I say, bear totem, symbol or name of their old tribal ancestors, but from the island of Manhattan comes a powerful delegation who yet assemble in a wigwam sacred to the old chieftain Tammany, and these are led by the great orator and sachem, Hiram. And with them comes a vast concourse of Montauks under big chief Muir, that renowned warrior, with the famous orator Anderson and the great medicine man Brundage.

THE CONTRAST BETWEEN NOW AND THEN.

We are in your beautiful city to-day not in honor of old traditions, but because it is the city which gave our association birth a quarter of a century ago, and it is a matter of no small moment to us who are here. To those of us who are privileged to recall that bright May day in 1879 the contrast is very great.

THE POSITION OF THE ASSOCIATION.

Mr. Rogers here named the different meeting places of the association since its birth, and closed an address which was listened to attentively and punctuated with many demonstrations of approval by an eloquent reference to the present condition of the association, its strength and prospects. Speaking of the return to Utica, he said: "We bring you to-day an association stronger in numbers, in ability and in influence than ever before; men wise in scientific lore, wise in council; men of affairs, men capable of guarding the good name of our calling and the honor of our association before the world and in legislative halls; men who know their rights, and knowing dare maintain! We bring to you an association where peace

prevails—not the peace of dead ashes and burnt out enthusiasm, but of harmony good will and mutual loyalty to our association."

William Blaikie, of Utica, one of the founders of the association, was then introduced and announced the programme of entertainments. As one of the veteran pharmacists of the State, Mr. Blaikie is held in high esteem and his appearance was the signal for an outburst of cheering. It was several moments before he could proceed.

THE PRESIDENT'S ADDRESS.

Vice-President Anderson took the chair while President Stoddart read his annual address.

HISTORICAL.

The address opened with a historical reference to the foundation of the association in Utica 25 years ago. The organization meeting was presided over by Prof. P. Wendover Bedford, the founder of the *Pharmaceutical Record*, Clay W. Holmes, of Elmira, being temporary secretary, and William Blaikie, of Utica, treasurer. The temporary officers were elected to fill the offices during the year immediately upon organization being effected. Of these officers only Mr. Blaikie and Mr. Holmes survive. Only a few of those he addressed were present in 1879. Those who were gathered together at the organization meeting had the foresight and courage to form an association, with a view of elevating pharmacy in the State of New York. Had it not been for them pharmacy would not have reached its present high elevation in the Empire State, and President Stoddart hoped the members would bear in grateful remembrance the accomplishments of those who, inspired by lofty aims, formed the New York State Pharmaceutical Association.

Of the

BENEFITS OF ORGANIZATION

he said:

It is impossible to overestimate the benefit which this association has conferred upon the drug trade of the State. At our yearly meeting it brings us into contact with each other, a contact which quickens thought, sharpens intellect and diffuses knowledge. Were it not for our association we would be clinging to many of the antiquated processes, products and methods of a quarter of a century ago. Largely as a result of organization we have kept in the front rank of the grand onward movement of the present rapid age. Through our association we have become a compact, powerful force to resist aggression and to demand our just rights with confidence that such rights will be accorded.

Forces are constantly at work, and they have been very aggressive forces within the past few years, against the interests of pharmacy. It is of the utmost importance that the druggists of the State should be united and hold themselves closely together to resist the attacks that are made upon the profession.

As individuals we can do nothing; as an association we are strong enough to resist and repulse attack. In doing so we help not only the members of the association, but also every druggist in the State, and I wish to say now that it is the duty of every druggist in the State to belong to the association, and help to secure the benefits in which he shares whether he is a member or not.

The value of organization was fully demonstrated last winter, not only by what we obtained, by persistent and united effort, from the Legislature, but also by what we prevented in the way of legislation. Our experience last winter proved to us, more than ever before, that we should work hard to increase our strength so that we may be better able to fight our battles. Attacks upon pharmacy interests may be expected at any time while the State Legislature is in session, and we must have an effective fighting force ready to meet emergencies.

THE DEFEAT OF OBNOXIOUS LEGISLATION.

The active opposition of the association resulted in the defeat of two obnoxious bills—the Simpson and Bostwick-Dowling bills, respectively. The attitude of the wholesale drug trade toward the last named measure was criticized unsparingly. The jobbers had displayed the wrong spirit in abandoning their opposition to the measure so soon as the features detrimental to the interests of manufacturers and wholesalers had been eliminated, for the injury of one was the concern of all. Manufacturers, wholesalers and retailers should stand shoulder to shoulder for the protection and good name of pharmacy. He trusted that in the future the wholesale drug trade of the entire State, and particularly of the City of New York, would lend a helping hand to protect the retail drug trade. The retail drug trade was at all times ready to help the wholesalers. Mutual help meant mutual benefit.

Through the efforts of the Legislative Committee all other obnoxious bills were killed and never passed out of committee. Credit must be given for the manner in which the committee handled excise matters in presenting the side of the druggists so as to secure the influence of the Excise Department, which

resulted in the modification of liquor licenses, giving more freedom to the druggists.

THANKS FOR WORKERS AND FRIENDS.

Mr. Stoddart recommended the adoption of a formal vote of thanks to W. H. Rogers, William Muir, Felix Hirseman, Gustav Michaelson, William Muench and S. V. B. Swann, the members of the Committee on Legislation, to whose work at Albany the trade throughout the State was indebted for the defeat of much inimical legislation. Singling out individuals for mention, he said the association was particularly indebted to William Muir, of Brooklyn, for hard and effective work. Warren L. Bradt, of Albany, though not a member of the Legislative Committee, gave it valuable assistance, using his powerful influence and spending money freely in efforts to advance the interests of the association. He recommended that the thanks of the association be extended to Mr. Bradt.

THE STATE BOARD OF PHARMACY.

The annual report of the State Board of Pharmacy for 1902, which had been in the hands of the president since January 5, was characterized as a very comprehensive document worthy of the closest scrutiny of every pharmacist of the State. He called attention to certain features of the report, saying:

"It is important to note that there were registered during 1902, 2,308 pharmacists in the eastern section, 1,405 in the middle section and 397 in the western section. There was in the eastern section the registration of one drug store, in the middle section eight drug stores and in the western section four drug stores. Of general store permits there were none in the eastern section, 321 in the middle section and 22 in the western section."

FOR THE REMOVAL OF THE TAX ON ALCOHOL.

The address contained a plea for a determined stand in the matter of the removal of the tax on alcohol. He said:

"We should bring it to the attention of Congress in a forcible and effective way, making it clearly understood that alcohol is a public necessity, that a large portion of the heavy tax upon it is paid, in the end, by the sick and afflicted, the purchasers and consumers of medicines. This association should communicate with all the other State associations on this subject, and all should join in a united demand that the tax on alcohol be reduced to 70 cents per proof gallon.

"I recommend that this association again place itself upon record as demanding that the tax on alcohol be reduced from \$1.10 to 70 cents per proof gallon; that the secretary of this association communicate with all other State associations, setting forth our sentiments on the question and urging united action upon it; that he be instructed to prepare a statement embodying our ideas upon this subject and send copies of it to the Representatives in Congress from this State, and that he request all other State associations to send similar statements to their Representatives in Congress."

APPEAL TO DELINQUENTS.

In bringing his address to a close President Stoddart touched upon the necessity of promptness in the payment of annual dues. During the year the Executive Committee had issued a strong appeal to delinquent members, urging them to pay their dues, so that the work of the association might not be hindered for lack of funds. The association, with increasing duties and responsibilities, has to be very economical in order to avoid financial embarrassment.

He complimented Secretary Dawson on the excellent character of his work during the past year, and touched upon the jubilee meeting of the American Pharmaceutical Association in Philadelphia last September, saying it was one of the most enthusiastic and brilliant assemblages of pharmacists that ever met in this country.

On motion of Professor Husted the address was received and referred for consideration to a special committee of five to be named by the chair; not, however, before a unanimous vote of thanks was passed to Mr. Stoddart for the evident labor and care he had bestowed on his presidential message. Vice-President Anderson then named the following committee to consider and report on the recommendations contained in the address—viz.: A. B. Husted, Geo. Thorpe, A. Van Winkle, Oscar Goldmann and C. O. Bigelow.

J. A. Lockie, of Buffalo, chairman of the Executive Committee announced that there were 64 applications for membership posted and indorsed, and under the rules they were laid over for action at a subsequent sitting.

REPORT OF THE SECRETARY.

Secretary Dawson reported the number of active members at the date of last report as 890; ten had died, six had resigned and nine had been dropped from the rolls, leaving a membership of 865.

With a view to increasing the membership the secretary sent out 875 return postals to the members, requesting each to send in the name of one druggist as a possible member. Eighty-five replies were received. The apathy of the members in complying with the request of the secretary proved very disappointing. The secretary expressed his thanks to the members of the Commercial Travelers' Auxiliary for hearty co-operation in efforts to increase the membership. The expense of the office during the year amounted to \$948.87.

On motion the report of the secretary was received and referred to the Executive Committee.

STATE OF THE FINANCES.

The report of the treasurer was then presented by Frank Richardson in summary, as follows:

Receipts—

Cash on hand last report.....	\$975.63
Receipts, including dues to date.....	1,630.40

Total.....	\$2,606.03
Expenditures	\$1,672.27
Cash on hand.....	933.76

Total.....	\$2,606.03
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REPORT OF THE LEGISLATIVE COMMITTEE.

The report of the Committee on Legislation was submitted by William Muir, of Brooklyn. In this report were enumerated the various measures acted upon by the committee during the last session of the Legislature. Prominent among these measures was the bill amending the Raines law in its application to pharmacists.

In the original bill it was proposed to raise the amount of the license of pharmacists to sell alcohol and also liquor on physicians' prescriptions from the old rate of \$5 to \$100 in the Borough of Manhattan; from \$5 to \$75 in the Borough of Brooklyn, and other parts of the State according to population. In each place, however, the advance proposed was very great. This bill was opposed by the committee, and so successful were they in their opposition that they were able to report the final passage of a bill with the rate of \$7.50 for excise licenses to druggists in all branches of the State. Under the provisions of the bill as finally amended pharmacists are permitted to sell liquor for medicinal purposes without prescription in quantities not to exceed 1 pint, providing a 10-cent revenue stamp is attached to the container.

The bill introduced by Senator Armstrong to repeal the amendment to the Penal Code by which pharmacists are permitted to use a carbonating apparatus in premises used in whole or in part as dwelling places was successfully opposed by the committee. In the closing hours of the Senate the committee were able to kill the objectionable Simpson bill, which would have permitted the sale of so-called domestic remedies by others than pharmacists.

A bill introduced by Assemblyman Burke to require the use of a patented cork on all bottles containing poisons was held up in the Committee on Public Health of the Assembly, on representations made by the Legislative Committee.

The Sherry bill, to prohibit the careless distribution of samples of medicines was favored by the committee and became a law.

A lengthy reference was made to the Bostwick bill, which was characterized as "the most far-reaching proposition inimically affecting pharmacy that was ever introduced in a State Legislature." The final vetoing of the measure after it had passed both branches of the Legislature was duly recorded.

The report closed with acknowledgements to individuals who had co-operated with the committee in fighting objectionable legislation. In this way Warren L. Bradt, of Albany; Thomas Stoddart, of Buffalo, and Senators McCabe and Hill were thanked for their services.

The report was received and referred for publication.

After the appointment of a Committee on Credentials, the report of the delegates to the N. A. R. D. convention in Cleveland was submitted by Felix Hirseman, of New York, and referred for publication. The meeting then adjourned for luncheon.

Afternoon Sitting, Tuesday.

INTERESTING COMMITTEE REPORTS.

The members reassembled at 2.40 o'clock, and after the minutes of the previous sitting had been read by Secretary Dawson and approved, Chairman J. A. Lockie, of the Executive Committee, presented the names of 64 applicants for membership, the list having been posted during one sitting, in accordance with the by-laws. On motion the candidates were elected by one affirmative ballot cast by the chairman of the Executive

Committee. Five additional names were then proposed for membership and took the usual course.

The chair then asked for the report of the Committee on New Remedies, and this was submitted by the chairman, Thomas J. Keenan, of New York, who read the introductory paragraphs and pointed out the lines of activity in the manufacture of synthetic chemicals, illustrating his remarks by selected examples from the descriptions of new remedies contained in his report. (The text of the report is printed on another page of this issue.)

TRADE CONDITIONS THROUGHOUT THE STATE.

On motion of William Muir, of Brooklyn, the report was received and referred for publication, and the thanks of the association were extended to the compiler.

Clark Z. Otis, chairman of the Committee on Commercial Interests, presented a report of more than the average value. With a view to ascertaining the exact conditions of the commercial side of pharmacy, the committee sent out 60 letters to druggists in different parts of the State, in which answers were asked to the following questions: 1. Are there any cut rates in your city? 2. What are the prevailing prices? 3. Is the outlook encouraging for better conditions? 4. Has the N. A. R. D. aided in the advancing of prices? 5. Do the physicians do much dispensing in your city.

NATURE OF THE REPLIES.

Thirty-two replies were received to the total number of letters sent out. Twenty-six answered to Question No. 1 in the affirmative, while nine acknowledged getting full prices. The prevailing prices, as elicited by replies to question No. 2, ranged from 62 to 71 cents for \$1 goods and 35 to 42 cents for 50-cent goods, and 9 to 22 cents for 25-cent goods. The answers to question No. 3 were not encouraging, 18 reporting a poor outlook, while 5 answered that conditions were about the same as last year. Nine answered that conditions were satisfactory. To the fourth question, Has the N. A. R. D. aided in advancing prices? 18 answered no, and 14 druggists did not answer the question. It would seem, therefore, that the N. A. R. D. has not met with much success in this State.

DISPENSING BY DOCTORS ON THE INCREASE.

The answers received to the question as to physicians doing their own dispensing showed a condition which the committee regarded as alarming. Of the 32 cities heard from, only 3 reported that the physicians did not do much of their own dispensing; in 29 cities the conditions were reversed. The committee attributed this condition to the overcrowding of the medical profession. The better class physicians rarely, if ever, dispense, while physicians with small practices do dispense their own medicines as a general rule and for the sake of increasing their incomes.

CONCLUSIONS OF THE COMMITTEE.

The committee reached the conclusion that it was unwise for druggists, in the larger cities especially, to hope for any advance in retail prices of patent medicines. The retail druggist must face the conditions and must devise revenue producing means to take the place of the profits formerly derived from the leading patent medicines.

PAUCITY OF TECHNICAL PAPERS.

Dr. F. P. Tuthill, the chairman of the Committee on Pharmacy and Queries, reported a paucity of papers. He, however, called upon E. S. Dawson to read a paper on Pharmacy, Past and Present, which had been prepared for and read at a meeting of the Syracuse Academy of Medicine last year. The paper has already received publication in one of the drug journals. It was discussed by several members, and on motion of Dr. Tuthill was received for publication in the Proceedings. The chairman of the committee then read excerpts from a paper contributed by W. A. Dawson, of Hempstead, consisting of various notes on Prescription Difficulties. (See page 346.)

THE BOARD OF PHARMACY REPORTS.

The report of the Board of Pharmacy to the president of the State Pharmaceutical Association was read by Secretary Dawson. It was a lengthy document, containing a number of recommendations for the strengthening of the existing pharmacy law. It was pointed out that the amendment to the law obtained in 1902, providing for a uniform method of election throughout the State, had resulted in disqualifying from the elective franchise the Alumni Association of the College of Pharmacy of the City of New York, with an active membership of 1,000. The board deemed it an unfortunate omission in the pharmacy law that citizenship had not been made a requirement for the voting privilege. The report went on to say that the members of the Board of Pharmacy are State officers, and it certainly could not have been the intention of the

Legislature to permit aliens to vote for State officers. The pharmacy law should be so amended as to provide that only citizen licensees shall be eligible to vote for members of the board. Another omission in the law which was deemed unfortunate consisted in the fact that it contained no provision requiring good moral character as a prerequisite to the granting of a license by the board. Owing to this lamentable omission the board has been obliged among other cases to issue a license to a person who had served two terms in State prison for forgery and who was also a deserter from the United States Navy. The board declared that the omission to require good moral character was an oversight that should be promptly remedied.

NUMBER OF PHARMACIES AND DRUG STORES REGISTERED.

As to the number of pharmacies and drug stores registered and general store permits issued the report gave the following figures: Pharmacies registered, 4,110; drug stores registered, 13; permits issued, 373. The report showed further that during the year \$3,500 was collected in fines through criminal and civil actions, and cases settled out of court. It stated that the standard of pharmacy had been higher than ever before, and that the law was being much more generally obeyed.

The report mentioned the difficulty experienced by the board in enforcing the preliminary education requirement in the Eastern Section, owing to the fact that many of the foreigners who enter or seek to enter pharmacies in that territory as apprentices are not only unfamiliar with the English language, but are also unable to present evidence of the required preliminary education in other subjects. As a remedy the board proposes to place such candidates on probation for a certain period, pending their qualifying and passing a suitable examination.

The board reported having analyzed 357 samples of drugs, of which number 135 proved to be of standard strength and 222 were found to be deficient. Most of the samples were collected in the Middle Section.

THE EDUCATIONAL QUALIFICATIONS OF CANDIDATES FOR REGISTRATION.

Commenting on the educational qualifications of candidates presenting themselves for examination, the board noted a "woful ignorance of calligraphy, common orthography and syntax, and also a surprising deficiency in those pharmaceutical methods and procedures which are so essential to genuine success and are associated with systematic training." The board suggested as a remedy the requiring of a good college of pharmacy training and education as a prerequisite to board examination and license eligibility. The board deemed it advisable to introduce such a requirement into the pharmacy law, and that it should become operative in 1905.

R. K. SMITHER EULOGIZED.

In reference to the retirement from the board of Robert K. Smither, of Buffalo, the report said: "In the retirement of Mr. Smither the board feels that it has lost one of its most brilliant members; one on whom no task imposed was too great. In the difficult matter of the primary organization of the board and the establishment of by-laws, rules and procedures to govern its future acts and to expedite the discharge of its functions, his large experience, ready and accurate knowledge, tact and comprehensive appreciation of needs and conditions proved invaluable."

INCOME OF THE BOARD.

The receipts of the board during the year 1902 from all three branches amounted to \$21,960.75. The expenditures for the same period were \$21,132.53, leaving a surplus of \$828.22.

In the detailed financial statement of the Board the contributions from the branch boards to the general fund were given as \$3,962.61, and the expenditures from all sources, including the per diem expenses and hotel and traveling expenses of members as \$3,767.92, leaving a cash balance on hand December 31, 1902, of \$194.69.

The report was received and ordered printed in the Proceedings at the expense of the Board of Pharmacy.

After this reference the question as to whether or not there was any miscellaneous business to be taken up was asked, but about this time the downpour from the heavens made such a noise on the roof and in the street that it was impossible for those in the body of the house to hear those on the stage, and vice versa, and, after a few minutes' recess, during which there seemed to be little prospect of the abatement of the storm, the sitting was adjourned until Wednesday morning at 9 o'clock.

Third Sitting, Wednesday, June 17.

The morning sitting on Wednesday was opened an hour after the advertised time, President Stoddart and other officers

having been delayed in getting to the convention hall. After adopting the minutes of the preceding meeting, which were read by Secretary Dawson, Chairman Lockie, of the Executive Committee, proposed the names of five applicants for membership which had been posted since the previous sitting, and on motion they were elected by one affirmative ballot cast by the secretary. Mr. Lockie then presented the names of 17 additional applicants, which were posted for action at a later sitting. The report of the delegates to the jubilee meeting of the American Pharmaceutical Association was read by Prof. W. C. Anderson and referred for publication. The report was a model of what such reports should be, as it gave a concise and informing account of the interesting features of a historic meeting, without prolixity or too many expressions of individual opinion. The members showed their appreciation of a report that had been written with evident care by giving interested attention and demonstrating their approval by a round of applause. Saleem F. Haddad, of New York, the chairman of the Committee on Credentials, reported a large list of accredited delegates, and on motion the privilege of the floor was given to all delegates in attendance. Robert A. Sloss spoke for the Association of State Service Apothecaries, of which he is the secretary-treasurer, and said he hoped for the support of the association in a movement now under way for the betterment of the apothecaries in the service of the State Government. A number of associations were heard from through their delegates, among others the following: New Jersey Pharmaceutical Association, John C. Gallagher, Jersey City; Chemung County Association, E. L. Mayo, Elmira, New York; Retail Druggists' Association, Peter Diamond, New York; Albany Drug Club, Edwin C. Huttman, Albany; Westchester Pharmaceutical Association, James P. Lawrie, Tarrytown; Bushwick Pharmaceutical Association, O. C. Kleine, jr., Brooklyn; Drug Clerks' Circle, L. B. Epstein, New York; Syracuse Druggists' Association, William Muench, Syracuse; Manhattan Pharmaceutical Association, S. V. B. Swann, New York; German Apothecaries' Society, Felix Hirseman, New York; New York College of Pharmacy, C. O. Bigelow, New York; Alumni Association of the New York College of Pharmacy, A. Clayton Searles, New York.

APPROVAL OF PRESIDENT STODDART'S RECOMMENDATIONS.

The report of the Committee on President's Address was then read by George E. Thorpe, secretary of the committee. The various recommendations contained in the address of the president were approved, and a resolution submitted by S. V. B. Swann regarding the drafting of a law to prevent the sale of cocaine and cocaine compounds was recommended to be referred to the Legislative Committee for such action as that committee might deem advisable.

On behalf of the Board of Pharmacy Dr. A. L. Brundage submitted a supplementary report reviewing the work of the board during the period from January 5, 1903, to May 31. The Committee on Adulterations and Substitution had displayed great activity, having inspected 1,372 stores. Many samples had been taken, and the results of the analyses showed that of 314 examined, 188 were standard, or nearly so, while 126 were deficient, or below the Pharmacopoeial standard. Attention was called to the careless manner in which some retailers label poisonous substances, such as leaving another dealer's label on the bottle, etc.

A. C. Searles interrogated Doctor Brundage in regard to the dropping of chemistry questions in the board examinations. The Manhattan Pharmaceutical Association, which he represented, had protested against the action of the board, and he desired to know if the board proposed to pay any attention to this protest. Doctor Brundage in reply said that the board still had the matter under consideration.

AID FOR APOTHECARIES IN THE STATE SERVICE.

Secretary Dawson read several communications, among others one in the form of a resolution by the Association of State Service Apothecaries, signed by its secretary, Robert A. Sloss, in which attention was called to the unsatisfactory status of the apothecaries in the State service, and the association was petitioned to aid in bringing about a reform.

On motion of William Muir, seconded by Thomas J. Keenan, a special committee of three was provided for, whose duty during the year would be to investigate the condition of the apothecaries in the service of the State Government and report with recommendations at the next annual meeting. After the passage of a motion to make the discussion of an amendment to the pharmacy law providing for graduation from a college of pharmacy and certain preliminary educational requirements prerequisites for examination by the Board of Pharmacy, a special order of business for the next sitting, the sitting was adjourned.

Fourth Sitting, Wednesday Afternoon.

President Stoddart called the meeting to order at 2.45 p.m. and after the approval of the minutes of the previous meeting as read by Secretary Dawson, the 17 applicants for membership proposed at the morning sitting were elected after the usual formalities. Twenty-seven additional applications were presented and posted, making a list of 113 proposals for membership since the convention opened.

THE PREREQUISITE CLAUSE ADOPTED.

The special order of business was then taken up and discussion on the question of the introduction of an amendment to the pharmacy law providing for proof of graduation from a college of pharmacy and of a certain number of Regents' counts as a prerequisite for examination before a Board of Pharmacy was invited. William Muir thereupon moved the appointment of a special committee of three to draft a suitable measure for introduction into the State Legislature by the Committee on Legislation. The motion was seconded by several members and adopted after assurances had been given to several up-State members that the proposed amendment would not apply to candidates for the grade of licensed druggist.

The report of the Committee on Adulteration was presented by Dr. A. H. Brundage. It contained no details of analyses and the conclusion of the committee was that pharmacists as a class are honest and law-abiding, though occasionally a dishonest dealer is encountered. This concluded the business of the afternoon sitting, and adjournment was had until the next day.

Fifth Sitting, Thursday, June 18.

Thirty-seven applications for membership were favorably acted upon, and one new application was received at the morning session on Thursday. A letter from Prof. J. P. Remington was read suggesting the holding of a bi- or tri-State meeting, the idea being to hold an annual meeting of the association at some point contiguous to the boundary of another State and exchange visits with the association of that State, if arrangements could be made for simultaneous meetings. In discussing the subject John C. Gallagher, the delegate from New Jersey, intimated that difficulties might be presented, especially as regards adequate hotel accommodations. He did not know of any place in New York, except Port Jervis, where it would be possible to hold simultaneous sessions with the New Jersey and the Pennsylvania associations, and the hotel accommodations there were wholly inadequate.

N. A. B. D. WORK INDORSED.

Dr. W. G. Gregory, of Buffalo, offered a set of resolutions for adoption, which, after being taken up and discussed serially, were passed in the following form:

Resolved, That the New York State Pharmaceutical Association commends the organization work accomplished by the National Association of Retail Druggists in various parts of the country and its efforts to introduce the serial numbering and contract plan in the sale of proprietary medicines.

Resolved, That the New York State Pharmaceutical Association pledges the National Association of Retail Druggists its support in an effort to secure a reduction in the tax on alcohol, and to abolish the granting of patents on medicinal chemical products.

Resolved, That this association hereby reaffirms its allegiance to the N. A. B. D. and agrees to pay the same amount to the latter as it did last year.

THE ELECTION OF OFFICERS

to serve during the ensuing year was then taken up and passed off harmoniously, the following being the choice of the association:

President—William C. Anderson, of Brooklyn.

First Vice-President—J. A. Lockie, of Buffalo.

Second Vice-President—Geo. E. Thorpe, of Syracuse.

Third Vice-President, S. V. B. Swann, of New York.

Secretary—Edward S. Dawson, jr., of Syracuse.

Treasurer—Frank Richardson, of Cambridge.

Executive Committee—Wm. B. Bunker, of Utica; Peter A. Diamond, of New York, and George Hahn, of Rochester.

Delegates to American Pharmaceutical Association—William C. Anderson, of Brooklyn; Thomas Stoddart, of Buffalo; A. B. Huested, of Albany; Clay W. Holmes, of Elmira, and Caswell A. Mayo, of New York.

A little earlier in the proceedings Brighton Beach, L. I., had been named by the Committee on Time and Place of Next Meeting as the choice of the committee, and this received the approval of the convention, the date of meeting and other arrangements being left to the discretion of the Executive Committee after consultation with the local Committee of Arrangements.

COUNTY MERCHANTS TO BE FAVORED.

After the election of officers a motion to adjourn was about to be made, when Secretary Dawson presented a statement from the Board of Pharmacy which created something of a sensation as revealing dissension among the members of the

board. The resolution, which was signed by Warren L. Bradt, proposed an amendment to the pharmacy law, as follows:

To strike out from lines 21 and 22: "And merchants and retail dealers may sell the ordinary non-poisonous domestic remedies." Strike out from lines 25, 26, 27 and 28: "Grant to some resident therein who has had experience in dealing in drugs, medicines and poisons a permit to compound medicines, fill prescriptions and sell poison for a period not exceeding one year, upon payment of a fee not exceeding \$3," and to substitute therefor: "Grant to one or more resident merchants therein a permit to sell in original packages drugs, medicines and poisons, put up by and bearing the label of a licensed pharmacist, together with the name and address of the seller, for a period not exceeding one year, upon the payment of a fee of \$1. All sales of poisons under this section should be registered in a book kept for this purpose." To strike out from lines 29 and 30: "And may be limited to one or more of the above classifications and to the sale of certain kinds of poisons."

The proposition was vigorously opposed by William Muir, himself a member of the Board of Pharmacy, who asserted that the matter had not been properly reported. He declared that if the bill were presented to the Legislature he would take steps to defeat it. The bill was supported by Mr. Bradt, who explained the need for the amendment at length. Mr. Rogers, of Middletown, desired to speak in favor of the amendment proposed by Mr. Bradt, but the previous question was called for. Matters were becoming uncomfortably warm, when Mr. Muir agreed to defer final consideration of the amendments until the session on Friday morning.

(By Telegraph.)

Sixth Sitting, Friday, June 19.

At the sixth and final session on Friday morning a spirited discussion took place on the motion to adopt the resolution of the Board of Pharmacy to support an amendment to the pharmacy law, to provide for the granting of permits to grocers and others enabling them to sell drugs in original packages bearing the label of a licensed pharmacist upon the payment of a license and registration fee of \$3. Dr. W. G. Gregory, of Buffalo; W. H. Rogers, of Middletown, and Judson B. Todd, of Ithaca, spoke in favor of the proposed amendment, and the opposition came chiefly from William Muir, of Brooklyn, who made a stirring address against it. With vehemence he urged the association to smother the resolution introduced by the secretary of the Board of Pharmacy embodying the proposed amendment. After some urging on the part of those interested in the preservation of harmony, he changed his motion to permit of the bill being tabled, which was done. Chairman Lockie, of the Executive Committee made a brief report and proposed ten new candidates for election as members. These were balloted for and elected, bringing the full membership of the association up to 1,000. After the ceremony of installing the officers for the ensuing year, and the passage of votes of thanks to the retiring officers and the local committees, the convention adjourned to meet next year at Coney Island, at some time to be named by the Executive Committee.

ENTERTAINMENT FEATURES.

On Wednesday evening the annual banquet of the association took place in the Masonic Temple and was a complete success, about 375 members and their friends participating. President Thomas Stoddart acted as toastmaster. The following toasts were responded to: New York State Pharmaceutical Association, Clay H. Holmes; Prescriptions and Politics, Bradley Fuller; State Board of Pharmacy, Dr. A. H. Brundage, president of the board; Pharmacy Legislation, Felix Hirseman; Your Profession and Mine, Emerson W. Willis; The Commercial Travelers, Lewis E. Treat. William Blaikie, of Utica, made a short talk, in the course of which he read a physician's bill dated 1784 which contained many items provocative of laughter.

Owing to the inclement weather, rain falling nearly every day, many of the social features of the convention had to be abandoned. The entertainment given by the Commercial Travelers' Auxiliary was easily the most successful and best appreciated item on the entire programme, though a trolley ride to Little Falls and Dolgeville on Thursday afternoon was greatly enjoyed, some 250 making the trip.

EXHIBITS.

A number of pretty exhibits were made by manufacturing houses and dealers in material handled by the trade. The Chautauqua Fruit Company, of Ripley, N. Y., displayed Randall's Grape Juice, and made themselves popular with the visitors by generously providing a free supply of the ice cold juice to all who presented themselves. Mr. Oakes did the honors for them.

Winthrop M. Baker, Boston, Mass., showed an attractive line of Boston Chocolates in souvenir boxes. Other firms represented were William R. Warner & Co., the American Peroxide Company and the Moxie Company. E. L. Mayo, of Elmira, had a good display of his Formal-Saponia.

The C. T. A. of the N. Y. S. P. A.

The traveling men in attendance upon the meeting contributed largely, as usual, to the comfort and entertainment of the visitors to Utica. On Thursday evening, June 18, their association, the Commercial Travelers' Auxiliary to the New York State Pharmaceutical Association, provided an excellent programme of entertainment at the Auditorium, where the sittings of the convention were held. After a week of rather trying weather, which interfered with several of the outings and other entertainment features provided by the local Committee on Arrangements, and marred to some extent the pleasure of the meeting, the concert provided by the traveling men was greatly enjoyed. The members showed their appreciation by turning out in large numbers, the Auditorium being filled with a well-dressed gathering of ladies and gentlemen, who applauded heartily the various numbers on the programme and testified in other ways to their feelings of satisfaction.

The Commercial Travelers' Auxiliary was organized at the Elmira meeting last year, and the second annual business meeting of the organization took place at the Butterfield House, Utica, on June 16, at 10.30 a.m. Robert E. Service, with Lazell, Dalley & Co., New York, presided, and Dr. George W. Lacey, with the Bristol-Myers Company, New York, recorded. After the minutes of the preceding meeting had been read and approved 45 applications for membership were presented and acted upon, the entire number being elected by one affirmative vote. The new acquisitions give the association a membership of 90. L. E. Treat, with Johnson & Johnson, New York, reported as treasurer, and created a comfortable feeling with the announcement that the association had \$226 to its credit. After some discussion of the entertainment features and the transaction of sundry routine business, an election for officers was held. Several complimentary speeches were made by prominent members of the association in regard to the excellent character of the services rendered by the incumbents of the different offices during the past year, and a motion to re-elect the entire list was received with unqualified favor. The usual motions being made, the following officers were chosen to serve during the ensuing year:

President, R. E. Service (with Lazell, Dalley & Co.), New York; first vice-president, W. F. Sohni (with the New York Paper Box Company), Albany; second vice-president, John Paul Jones (with Sharp & Dohme), New York; third vice-president, C. F. Monroe (with Hance Bros. & White), Buffalo; secretary, Dr. George W. Lacey (with Bristol-Myers Company), Rochester; treasurer, L. E. Treat (with Johnson & Johnson), Syracuse. The Executive Committee is to be increased from three to five members and will be named by the president at a later date.

The Committee of Arrangements of the Commercial Travelers' Auxiliary, who contributed so much to the pleasure of the visitors, consisted of Charles H. Greer (Parke, Davis & Co.), Herman J. Schilz (John H. Sheehan & Co.) and Charles H. England (John H. Sheehan & Co.). Robert E. Service and Louis E. Treat composed the efficient Entertainment Committee. The ushers at the concert consisted of William F. Sohni (New York Paper Box Company), H. O. Snow (Johnson & Johnson), Adolph Stahl (Manhattan Drug Company), Frank A. Weed (Whitall, Tatum & Co.), Charles A. Hebbard (Adolph Spieler) and Dr. F. R. Burdick (Keasey & Maddison Company).

The association has lost one of its members by death during the year, Orrin J. Snow of Syracuse, and appropriate resolutions of sympathy were drafted and recorded in the proceedings of this meeting.

The Alabama Association.

In the City Council Chamber, Montgomery, Ala., on May 20 the Alabama Pharmaceutical Association opened its twenty-second annual convention, the attendance showing an increase. The first day was chiefly devoted to discussions on rate cutters and their methods, and the president's views on the sale of patent medicines.

Upon the report of the Executive Committee the following were elected members of the Association:

L. R. Alston, R. P. Burke, C. H. Burkett, J. M. Lynch, W. C. Johnson, J. D. Champion, W. T. Garlington, William F. Chester, Edwin C. Smart, R. R. Mayers, George F. Sedberry, Jr., Charles Stephen Northern, A. W. Hawk, John William Fielder, A. B. Wheyland, Alvin E. Cowan, C. W. Slucher, William N. Owen, B. L. Adams, Richard O. Nix, J. L. Young, E. E. Hammond, W. H. Bidgood, George C. Southwick.

The election of officers resulted in the choice of the following:

President, J. L. Parker, Birmingham; first vice-president, R. T. Ward, Dadeville; second vice-president, S. J. Goff, Ozark; secretary, W. E. Bingham, Tuscaloosa; treasurer, F. F. Ravencroft, Union Springs.

Executive Committee, E. K. Austin, Birmingham; E. H. Cross, Gadsden, and C. T. Buff, Montgomery.

The next meeting of the association will be in Mobile.

THE MASSACHUSETTS ASSOCIATION.

The Twenty-third Annual Session Meets at North Adams—Enthusiasm for N. A. R. D.—Product Patents or Chemicals Condemned—Antitoxin Discussed.

(From our Regular Correspondent.)

Boston, June 17.—The twenty-third annual meeting of the Massachusetts State Pharmaceutical association opened at the Richmond Theatre, North Adams, June 9. President William J. Bullock called the convention to order. An address of welcome was made by the Mayor, to which response was made by First Vice-President C. P. Flynn. President Bullock then delivered the annual address. He deplored the practice of the Government in granting patents on finished preparations in the line of medicines, and thought the patents should be only on processes. The legislative work of the association the past year has been well done. The claim that the druggists maintain a powerful lobby was pronounced ridiculous. He recommended remaining in the N. A. R. D. and continuing the scholarship in the M. C. P. The address was referred to a committee composed of W. D. Wheeler, W. F. Sawyer and F. A. Hubbard, and upon a report from this committee the recommendations were subsequently adopted.

The report of the treasurer showed an unexpended balance of about \$2,000. W. W. Bartlet submitted the report of the Legislative Committee and the report was accepted. The Committee on Trade Interests recommended the formation of a co-operative insurance company, to insure against losses which the trade are likely to sustain. It was voted, however, to select some good insurance company instead. Then came the report of the Committee on Adulteration. Herman Heinritz submitted an enthusiastic report on N. A. R. D. affairs. This ended the first session. In the evening W. W. Bartlet, Ph.G., delivered an address on Antitoxin and Vaccine Virus.

THE SECOND DAY.

On the following day the first business was the report of Dr. Lamson for the Committee on Membership. The committee to nominate candidates for positions on the Board of Pharmacy reported the names of Fred. A. Hubbard, of Newton; A. G. Guyer, of Hyannis, and Thomas B. Nichols, of Salem, which will be brought before the Governor by the Committee of Fifteen for the appointment. Professor Nixon, for the Committee on Papers, submitted the paper of Professor Scoville on Handy Tools for a Pharmaceutical Laboratory. H. D. Smith read a clever take-off on Legislative Inconsistencies, showing the absurdity of a certain proposed measure in labeling and food regulation. Herman Heinritz delivered A Sample Chemical Lecture. There was a discussion upon the practice of the State Board of Health of collecting drugs and reporting them adulterated when they had actually changed from age. It was later voted to make an effort to secure representation upon this board and to leave the matter in the hands of the Committee of Fifteen, which is to call on the Governor relative to the Board of Pharmacy appointment. There was also a trolley ride to Pittsfield for the ladies in the forenoon.

OFFICERS ELECTED.

These officers were elected in the afternoon: President, C. P. Flynn, of South Boston; vice-presidents, L. A. Lampson, of Hopedale; Charles E. Bardwell, of Holyoke; J. G. Kilbourne, of Newton; permanent secretary, J. F. Guerin, of Worcester; treasurer, T. B. Nichols, of Salem; trustees: Henry Kenny, of Boston; J. F. Whiting, of Great Barrington; F. E. Mole, of Adams.

THE ANNUAL BANQUET

came in the evening. President Bullock presided and acted as toastmaster. The speakers were: Prof. C. F. Nixon, on The Road of Pharmacy; W. D. Wheeler, for The Massachusetts College of Pharmacy; F. H. Butler, on Old Time Pharmacy; Mr. Curran, on Past Presidents, and W. W. Bartlet, on Legislation. The last speaker was C. P. Flynn, the incoming president.

THE CLOSING DAY.

On Thursday there was a trolley ride to Williamstown. The Committee on Papers and Queries awarded prizes of \$5 in gold each to W. W. Bartlet, Herman Heinritz and Professor Scoville, who had contributed papers. Four new members were admitted. The installation of officers was then held and President Bullock handed over the gavel to the incoming president, C. P. Flynn. Thus closed a successful and enjoyable meeting.

The New Jersey Association.

The New Jersey State Pharmaceutical Association held its thirty-second annual meeting at the West End Hotel, Asbury Park, during the week of June 4. The presence of the wives and children of the members made the occasion delightfully social, as usual. Many new friendships were made. Acting Mayor Dr. Bunce S. Keator greeted the members. President Herman A. Lohmann in his address recommended the advancing of dues to \$1.50, complimented the Board of Pharmacy, advocated preliminary grammar school education for pharmacists, referred briefly to the phenacetine scandal, and attacked the growing use of narcotics, which he attributed to the increasing sale of doctored patent medicines. Thirty-eight new members were elected, bringing the total membership to 451. Treasurer James C. Field announced a balance of \$2,374.76.

A handsome memorial to Dr. Charles Rice was unveiled and a committee appointed to present it to the New York College of Pharmacy. Secretary Jorden, of the Board of Pharmacy, reported penalties of \$100 each inflicted on Hahne & Co., C. N. Gorusch and 11 others.

A proposed indorsement of the N. A. R. D. was tabled. After quelling objections to the reading of scientific papers, the meeting listened to James C. Arthur St. James' Chemical Adulterants and Methods of Detection and August Drescher's Proprietaries in the Pharmacopœia, which resulted in a resolution that trade-marked names be excluded from the United States Pharmacopœia. Congress was petitioned to modify patent laws, so as to forbid all product patents in medical substances. Charles H. Laudell read an excellent paper on recent efforts to break up the unhappy influence of beneficiary lodge contracts. Opposition was developed to any reduction of the tax on alcohol. The Jersey State Board of Health was referred to with derision, and a motion was passed to petition the Governor to appoint a pharmacist thereon. George S. Campbell is the new president, George H. Horning first vice-president and H. H. Deakyn second vice-president. Somerset Inn, Bernardsville, is the next place of meeting. Dr. P. E. Hommell's paper was awarded the prize. A ball game and a vaudeville entertainment lightened the arduous labors of the meeting.

The Missouri Association.

The Missouri Pharmaceutical Association held its silver jubilee meeting at Pertle Springs June 9, 10, 11 and 12.

Eight new members were elected. A. Brandenberger was unanimously indorsed for reappointment on the Missouri Board of Pharmacy.

The following papers were read and discussed: The 1900 United States Pharmacopœia, by Dr. H. M. Whelpley, St. Louis; Silver Jubilee Retrospect, Review of Paper for Twenty-four Years, List of Authors and Classification of Contributions of the Past Twenty-four Years, all by Dr. Francis Hemm, St. Louis; Stock Cards, by Wm. Mittelbach, Boonville; The Philippines, Pharmacal and Medical, by J. F. Llewellyn, Mexico; Why Some Fail and Others Pass the Board of Pharmacy Examinations, by A. T. Fleischmann, Sedalia; How Would You Manage a Drug Store? by A. Brandenberger, Jefferson City; Why Does Sodium Iodide Produce Heat and the Other Iodides Cold When Dissolved in Water? by Wm. Mittelbach, Boonville; Oxylchlorides of Mercury, and Some New Preparations of the National Formulary, by Dr. Francis Hemm; Commercial Pharmacy, by C. L. Wright, Webb City; Uranium Acetate, by Theodore Welckert, of New York City, who was given a unanimous vote of thanks and the paper the indorsement of the association.

The association urged the retail pharmacists of Missouri to co-operate with the N. A. R. D.

The following officers were elected for the ensuing year: President, Chas. L. Wright, Webb City; vice-president, H. F. A. Spilker, St. Louis; second vice-president, Ambrose Mueller, Webster Groves; third vice-president, Louis Grothers, Cole Camp; treasurer, Wm. Mittelbach, Boonville; permanent secretary, Dr. H. M. Whelpley, St. Louis; assistant secretary, H. C. Wesner, Windsor; local secretary, J. V. Murray, Warrensburg; Council: R. L. Hope (chairman), Centalla; Dr. Otto F. Claus (secretary), St. Louis; Dr. H. M. Pettit (vice-chairman), Carrollton; Paul L. Hess, Kansas City; T. A. Moseley, Harrisonville.

Paul L. Hess, chairman of the Entertainment Committee, reported that the committee would meet its own expenses and probably have a surplus to be turned over to the association.

On recommendation of President R. L. Hope the association instructed its delegates to co-operate with the Kansas City pharmacists in inviting the A. Ph. A. to meet at Kansas City in 1904.

The Missouri Travelers' Association held its twelfth annual

meeting at Pertle Springs June 11. Thirty-eight members were present. The new officers are as follows: President, Oscar H. Ott, Sedalia; first vice-president, T. T. Duncan, Sedalia; second vice-president, B. S. Hubbard, Camden, Ohio; third vice-president, Geo. W. Krebs, St. Louis; secretary, F. O. Williams, Kansas City; treasurer, H. J. Stolle, St. Louis; Council: Geo. Bennett, St. Louis; Earl Cook, St. Louis; Geo. Conley, St. Louis; R. C. Coombs, Sedalia; J. H. Baer, Detroit, Mich.

The next annual meeting of both associations will occur at Pertle Springs (Warrensburg) June 7, 8, 9 and 10, 1904.

The Indiana Association.

The Lafayette meeting of the Indiana Pharmaceutical Association was an unusually large one, over 200 visitors being present.

The business sessions were held at Purdue University, which, no doubt, helped to swell the attendance, as many of the graduates of the School of Pharmacy of Purdue are members of the association. Louis Schulmeyer, '86, of Indianapolis, was elected president; B. M. Hoak, '92, Purdue, secretary, and Cassius E. Elliott, '95, of Sheridan, treasurer.

The address of President Bastian, of South Bend, at the opening session Wednesday afternoon, June 3, dealt earnestly with the condition of the drug business in the State.

Next in order, the Hon. John A. M. Adair, of Portland, a member of the last Assembly, gave a talk on legislative matters. His advice was: Attempt no amendment of the pharmacy law at the coming session of the Legislature. A thorough discussion of legislation affecting the drug business followed. This brought out the fact that druggists of the State owe a great debt to the Indiana Pharmaceutical Association. At 4:45 the meeting adjourned to take a trolley ride.

The first address of Wednesday evening was delivered by Prof. Stanley Coulter, of Purdue University, his subject being Contribution of Botany to Pharmacy. He was applauded most enthusiastically. Next was the eulogy of the two pioneer druggists, Geo. W. Sloan and J. R. Perry, both of Indianapolis, delivered by Dr. J. N. Hurty.

Then followed a humorous paper by Harry E. Glick, Lafayette, secretary of the State Board of Pharmacy, who gave some of the absurd answers which had been received at the examinations. These answers were given to demonstrate the necessity of a pharmacy law, of a Board of Pharmacy, and of conscientiously conducted examinations.

The session was concluded by a lecture by Dr. J. N. Hurty on the preparation of vaccine. Thursday morning, after the discussion of queries, Mr. C. C. Deam, of Bluffton, read his paper, The Hustling Druggist. Another paper followed, bearing the same title, by Mr. Geyer, of Lafayette. A paper by Leo Eliel, of South Bend, was Laboratory Notes, and one by Frank R. Eldred, of Eli Lilly & Co., who discussed Gelsemium. His conclusion was that medium sized roots are richest in alkaloids.

The Thursday afternoon session was opened by a paper by U. G. Manning, advertising editor of the AMERICAN DRUGGIST. Mr. Manning, who is an advertising expert, was in position to give the druggists much valuable advice on this important subject—advice which many of his hearers will profit by. Then followed an address by T. V. Wooten, general secretary of the N. A. R. D., which created enthusiasm. A report was made by Mr. Beardsley, of the Miles Medicine Company, who stated that their "numbering plan" had met with general approval.

Before the meeting closed \$327.50 was collected for the N. A. R. D. and handed to Mr. Wooten. The two largest donations were \$150 by Eli Lilly & Co. and \$100 by the Dr. Miles Medicine Company.

At 4 p.m. the meeting adjourned to view a military display and sham battle by the Purdue Cadet Corps.

The Thursday evening session was held at Tecumseh's Trail, a beautiful and historic spot on the "Banks of the Wabash." The first number was the installation of the newly elected officers. These were as follows: President, Marion A. Stout, of Bluffton; first vice-president, Bruno Knoefel, New Albany; second vice-president, Cassius E. Elliott, Sheridan; third vice-president, C. B. Willetts, Michigan City; secretary, Arthur Timberlake, Indianapolis; treasurer, Frank H. Carter, Indianapolis; chairman Executive Committee, J. A. Graham, Jeffersonville; other members, J. H. Orr, Delphi, and Martin Detzer, Fort Wayne.

After the installation of officers J. K. Lilly, of Indianapolis, was made master of ceremonies and an interesting programme proceeded with, after which sherbet, cake and punch were served and dancing indulged in.

NOTES.—A number of the members present brought their wives, for whom a special programme had been arranged. They

were entertained with trolley rides, a visit to the Soldiers' Home, inspection of Purdue University, a steam ride on the Wabash River and similar diversions.

President Bastian was called home before the conclusion of the meeting and Marion A. Stout, of Bluffton, the vice-president, presided on Thursday.

Mr. Timberlake at the first business session presented to the association a gavel made of the wood of the tree under which Indiana's famous soldier, Gen. H. W. Lawton, received his death wound.

The North Carolina Association.

The North Carolina Pharmaceutical Association convened in Morehead City June 11 at the Atlantic Hotel, with President H. T. Hicks, of Raleigh, in the chair. An address of welcome was delivered by W. L. Arundell, a response being made by C. B. Miller, of Goldsboro. The traveling fraternity was largely represented and the courtesies of the floor were accorded them. The president's address was full of good suggestions; he recommended continued affiliation with the N. A. R. D. Eight new members were elected.

The report of the treasurer showed that the association was in better condition financially than ever before in its history. A very interesting report was made by the secretary and treasurer of the Board of Pharmacy, who has traveled over a good part of the State during the past year in the interest of the board and who discovered a good many stores which were being run illegally. The delegate to the last meeting of the N. A. R. D. made an enthusiastic report, and that work was heartily indorsed and the association voted unanimously to continue affiliation with the national organization. The Board of Pharmacy was appointed a special committee to draft such changes in the pharmacy law as are needed, and to report its suggestions to the association at the next annual meeting. The following officers were elected:

President, W. A. Leslie, Morganton; first vice-president, G. K. Grantham, Dunn; second vice-president, T. R. Hood, Smithfield; third vice-president, C. B. Miller, Goldsboro; treasurer, A. J. Cook, Fayetteville; secretary, P. W. Vaughan, Durham, and member of the board, F. W. Hancock, Oxford.

Executive Committee: F. S. Duffy, New Bern; G. R. Wooten, Hickory; J. B. Smith, Lexington; W. H. King, Raleigh, and P. W. Vaughan (ex-officio).

Asheville was selected as the next place of meeting, and the second Thursday in July, 1904, as the time.

The Georgia Association.

The Georgia State Pharmaceutical Association began the three days' session of the twenty-eighth annual meeting in Anderson's Music Hall, Macon, on May 25. It was a large and representative gathering. President John N. Polhill, in his opening address, dwelt upon the need of friendly co-operation to meet the varied problems of changing times. The lifting of the standard of pharmaceutical education was a source of gratification to all. The work of the N. A. R. D. was sympathetically reviewed.

After the president's address considerable discussion was provoked by a resolution seeking to change the present method of grading pharmacists, by placing those who obtained the required minimum average on an equal footing with those who obtained the highest possible marking. This was unanimously voted down. George F. Payne read a paper recommending that a legislative committee be appointed to deal with items of vital importance to pharmacists in Georgia.

After the adoption of this paper reports from committees and officers were received.

The election of officers was entered into, which resulted as follows:

President, Charles D. Jordan, of Monticello; first vice-president, James E. Kidd, of Milledgeville; second vice-president, R. L. Palmer, of Atlanta; treasurer, J. T. Shruptrine, of Savannah, and secretary, J. B. Riley, of Macon.

The following were elected as the five from whom the Governor shall select a member of the Georgia Board of Pharmacy: R. H. Land, Jr., of Augusta; J. D. Perrse, of Savannah; J. E. Kidd, of Milledgeville; T. R. Thornton, of Columbus, and C. J. Paine, of Waycross.

A pleasing incident of the convention was the presentation of a gold-headed walking cane to Dr. Durban, in token of his long and faithful services in the association and on the board for over 25 years.

The Sprague gold medal, given by John F. Sprague, of New York, for the student making the highest percentage, was won by a lady, Miss Lexie E. Lloyd, of Deland.

The next meeting will be held at Augusta.

The Nebraska Association.

The twenty-second annual meeting of the Nebraska State Pharmaceutical Association was called to order in Liederkranz Hall, Grand Island, Neb., by President Hopping on June 2. The membership roll has increased by over 100 during the past year and the finances are in excellent condition. A series of interesting papers were read, dealing with Advertising, Antiseptics, Relations Between Druggists and Physicians, Building Up of Trade, and Business Enthusiasm, caused a live discussion. Resolutions providing that in future recommendations to the State Board of Pharmacy of members of State Board of examinations be only of such as shall have been members of the Nebraska State Pharmaceutical Association for three years, and who have attended at least three meetings, were adopted unanimously. It was agreed that the present law regarding pharmacy in Nebraska be not tampered with. The election of officers resulted as follows:

President, Charles E. Hopping, Beaver City; secretary, Oscar Baumann, Grand Island; treasurer, Carl Spielman, Sutton; first vice-president, Charles Wilson, Brock; second vice-president, J. G. Frandesen, Elba; third vice-president, Carl Phelan, Shelby; fourth vice-president, W. Shuppach, Columbus; fifth vice-president, C. W. Root, Tecumseh.

The following were recommended to the State Board of Pharmacy as members for the Board of Examiners: Short term, E. H. Dort, Auburn; W. Shuppach, Columbus; C. W. Root, Wolbach; long term, Harry Harper, Beatrice; George Barth, Lincoln; W. M. Tonner, Lynch.

The recommendation of President Hoppings, who was re-elected by acclamation, that a ladies' society be organized was favorably considered, and it is expected that a ladies' auxiliary will be organized at the next annual meeting.

The Texas Association.

When President E. G. Eberle, of Dallas, called the Texas Pharmaceutical Association to order in Waco on May 19 he not only faced an unusually large attendance, but also some very important business. In his opening address he referred to the Governor's veto of the pharmacy bill advocated by the State druggists, and discussed at length the cocaine law passed by the Legislature. With regard to the latter, he contended that it was a striking example of bill drawing for special people without consulting those who were most affected. To restrict the illegitimate sale of drugs was right, but to prohibit the sale of paregoric simply because of the opium was needless.

"In the pharmacy bill," he said, "the point was made that instead of buying the simples, the people of the rural districts would be forced to buy patent medicines or the former in full packages. Do you suppose for one minute that when a person with a pain about his middle finds he cannot buy paregoric without a prescription that he will pay a doctor for one when he can buy a patent medicine which answers the purpose for, say, 25 cents? He has paid more in proportion than the purchaser of a full package against the bulk medicine. If the argument holds good in one instance it should hold good in both; they are along the same lines, only in this bill no special division of the State is effected, but every part of it."

A committee of three leading druggists is to be appointed to inquire into the validity of the cocaine-morphine law.

The association elected the following officers for the ensuing term:

President, J. J. Thames, Taylor; vice-president, J. T. Hayter, Decatur; second vice-president, Jacob Schrodtt, Terrell; third vice-president, T. J. Coulson, Corsicana; secretary-treasurer, R. H. Walker, Gonzales; home secretary, H. L. Carleton, Austin.

J. T. Britton, of Dallas, was elected to fill the vacancy on the Board of Trustees.

Houston was chosen as the next place of meeting.

The Kansas Association.

The State Pharmaceutical Association met in its twenty-fourth annual session 127 strong, welcomed by Mayor Kennedy, to whom Ex-President Snow replied. Secretary Lair's report recommended placing a ban on gifts and coupons, and urged the strict observance of the prohibitory liquor laws. F. E. Holliday urged support of the N. A. R. D., which resulted merely in an open discussion. P. G. Gehring was elected president; J. R. Fay, first vice-president; Carl Engel, second vice-president; E. E. Lair, secretary; Miss Dora Fisher, assistant secretary; L. E. Sayre, librarian; W. S. Heurlon, treasurer. A trip to the oil fields interested the members. The next meeting will be at Leavenworth.

NATIONAL BUREAU OF MEDICINES AND FOODS.

The joint committee of the American Medical and the American Pharmaceutical associations has issued a statement regarding the plan for establishing a National Bureau of Medicines and Foods, which it was appointed to consider. The committee wishes to have the opinions and criticisms of physicians, pharmacists and manufacturers to aid in arriving at proper conclusions. The chairman is H. H. Rusby M.D., and the secretary Philip Mills Jones, M.D., both of New York City.

Under the caption, General Statement of Plans, it is pointed out (a) that the Pharmacopœia not being a compulsory document, different manufacturers use different standards in the preparation of pharmaceuticals, the consequence being that the same prescription may have an entirely different therapeutic effect if compounded from the products of different manufacturers, a grave and serious evil; (b) chemicals are adulterated so that even reagents marked "C. P." are unreliable; (c) in the case of food stuffs everyone is aware of the crying need of reform, while in prepared foods a patient may actually be using the most deleterious of things, simply because the foods contain that which they are guaranteed not to. The existence of such evils, and the failure after fourteen years' effort to secure proper national legislation, has suggested the idea of a bureau to combat and down the wrong. Such a bureau, formed of professional men and manufacturers who desire to supply only good, honest goods, it is believed, would work for the benefit of all.

At first glance such a plan might seem impracticable, but a statement—a summary of which we subjoin—has been thought out which it is believed will meet the situation.

The plan, it is said, would be to have a membership corporation, to be known as the National Bureau of Medicines and Foods, incorporated under the laws of the State of New York; the membership to be of two or more classes; all members of the American Medical and American Pharmaceutical associations to be scientific members, each and all to be protected from all possibility of being involved in legal or other complications which might assail the bureau; manufacturers whose goods were vouched for to be associate members, but with no voice in the control; a board of ten directors, with no salaries, elected for five years, to be the authority which, after consultation with the manufacturers, shall fix the standards of identity, purity, quality and strength, the manufacturers agreeing to such standards, to contract with the bureau to make no change except by common consent; no manufacturer of products which might come under the bureau, or any agent thereof, to be eligible to the board of directors unless approved by a three-fourths vote of the American Pharmaceutical and the American Medical Associations.

While it is not the aim of the bureau to make money, yet the business end ought to be conducted in a thoroughly up-to-date way and under the care of a general head, the board not to come directly into contact with the commercial interests. Perfect harmony with the United States Government authorities, and especially with the Department of Agriculture, is insisted upon and the hope expressed that one day some of the functions of the proposed bureau may be taken over by a Government department. Some features of the work, such as the dissemination of reliable information regarding manufacturers and their products it is held could never properly be assumed by the Government. No blanket certificates are to be issued by the bureau, and no nostrum, the full ingredients of which, couched in ordinary pharmaceutical terms, is not freely published, ever to be permitted to come under the bureau's supervision.

Any manufacturer desirous of placing one or more of his products under the supervision of the bureau to send in an application for associate membership, the form for which contains a statement of who and what the applicant is and a contract that he will abide by the rules of the bureau, submit without litigation to the decision of eight-tenths of the board, make public acknowledgment if he voluntarily withdraws and subscribe \$5 per annum, the whole to be acknowledged before a notary. An associate member desiring to have any product certified must file an application wherein he binds himself not to take suit if the certificate of purity, etc., is refused. Three times a year at least two samples of the product in question are to be bought in the open market, and if not up to standard the certification to be withdrawn. Another contract is provided for such as may desire advertising censorship, the bureau undertaking to place "the approved information concerning such products before the physicians and pharmacists of the country in a dignified and strictly ethical and professional manner." "Careful inquiry," it is said, "amongst a large number of physicians has revealed a unanimous desire to receive such accurate and reliable information from a wholly disinterested

source." The bureau does not propose to deliver official opinions regarding the therapeutic value of any products.

It is proposed that the retail pharmacist shall associate with the bureau "on a sound professional basis," any such becoming an associate member contracting to obey the rules of the bureau. "Rules governing him in the preparation of pharmaceuticals would be, as far as possible, similar to the rules governing the manufacturer." The difficulties surrounding the proper way of dealing with this complex question are noted, as it says "it should not be undertaken until the bureau had been established on a conservative basis."

The following general rules are suggested.

Rule A. The standards of identity, purity, quality and strength of the official raw materials used in the manufacture, and of the official finished manufactured product, for all substances or products recognized by and manufactured under this rule, shall be those of the United States Pharmacopoeia, as indicated in the last published edition of that work.

Rule B. No manufacturer shall advertise or make any general or public statement to the effect that his products are certified by the National Bureau of Medicines and Foods or are placed under the supervision of the National Bureau of Medicines and Foods, unless all of the said manufacturer's products have been accepted by the said National Bureau of Medicines and Foods for such supervision and control.

Rule C. In all advertisements or general or public statements made by a manufacturer concerning any product manufactured by him under the supervision of the National Bureau of Medicines and Foods and certified by it, the statement shall be made that such product is certified by the National Bureau of Medicines and Foods.

Rule D. The president and general manager, acting conjointly, may at any time notify any associate member to immediately discontinue the use of the certificate of the National Bureau of Medicines and Foods, upon sufficient evidence of departure from the standards of identity, purity, quality or strength of any product manufactured by such associate member, or for failure, refusal or neglect of such associate member to comply with or obey any rule or regulation of the National Bureau of Medicines and Foods. Such associate member may, however, appeal to the Board of Directors of the National Bureau of Medicines and Foods for decision in the matter or matters at issue, and the decision of eight-tenths of the said board shall be final.

Rule E. Each and every package of every product certified by the National Bureau of Medicines and Foods shall bear the following certificate, which may be printed upon the label customarily used, or be placed thereon in the form of a separate paster, at the pleasure of the manufacturer together with the device of the bureau.

"The contents of this original unbroken package are certified to comply with the rules and standards of the National Bureau of Medicines and Foods."

The manufacturer may also, if he so elects, print upon such label or paster the text of the special rules governing the standard of his product so certified.

Each such label or paster shall also bear the device of the bureau.

Rule F. Each and every label or paster fixed to every package of a certified product (except in such cases as may be covered by a special rule) shall have printed thereon a number which will be so determined as to indicate, through the records of the manufacturer and of the bureau, the particular batch, the date of its manufacture, and the name or names of the expert or experts who is or are responsible for certifying to the standards of identity, purity, quality or strength of that particular batch.

In Memory of Dr. Golding.

John F. Golding, M.D., died at his home, 363 Franklin avenue, Brooklyn, on June 7, of heart disease. He had been in ill health for some years, but his death was sudden and unexpected. He was born in the Eastern District of Brooklyn October 8, 1854. He was a graduate of the College of Physicians and Surgeons of New York, and had been in practice for 27 years in New York, Jersey City and Brooklyn, where he had been located for the past 17 years. He was professor of toxicology and of the theory and practice of pharmacy in the Brooklyn College of Pharmacy. He was a member of the Kings County Medical Society and the Kings County Pharmaceutical Society.

The class of '04 of the Brooklyn College of Pharmacy have adopted the following resolutions concerning the death of Dr. Golding:

Whereas, The divine ruler in His mighty, omnipotent wisdom has removed our noble friend and beloved instructor, Dr. John Frederick Golding; and

Whereas, We recognize in his departure from among us the loss of one whose true manhood and sterling integrity were an example that will remain forever in our hearts; therefore

Resolved, That the class of '04, Brooklyn College of Pharmacy, extend to his sorrowing relatives its most sincere sympathy in their bereavement and mourn with them for the loss of a true man and beloved instructor.

Died.

HARBAUGH.—In Fostoria, Ohio, on Wednesday, June 3, Levi Harbaugh.

STRODE.—In Washington, D. C., on Wednesday, June 3, William A. Strode, in the thirty-third year of his age.

THOMPSON.—In Boston, Mass., on Monday, June 8, Dr. Augustin Thompson, in the sixty-eighth year of his age.

NEWMAN.—In Honolulu, on Thursday, June 4, E. F. Newman, formerly of Ithaca, N. Y.

GREATER NEW YORK

The Apothecaries' Bicycle Club had a run Thursday morning, June 18, to Greenwood Lake, N. J., starting from West Twenty-fourth street at 8.15.

President Keeler, of the Erie County (N. Y.) Druggists' Association has had a successful fishing trip at Atlantic Highlands. So he informed us as he passed homewards through town.

The outing on June 11 at Coney Island of the Retail Druggists' Bowling Club was a spirited round of sightseeing, various games of skill on the Bowery and elsewhere, and refreshments.

At College Point on June 13 the Wholesale Drug Trade Bowling Association had an outing, in which the manly sports of shooting, bowling, base ball and eating were skillfully exemplified.

A recent new incorporation to deal in drugs and chemicals are the Bioplasm Company, of New York, with a capital of \$100,000 and the following directors: E. B. Bronson, F. H. Koss and J. F. Eagle, all of New York City.

John F. Morrissey, the well-known Brooklyn druggist, has been served with an injunction restraining him from altering the sidewalk in front of Bollet's cigar store on Fulton street, near Myrtle avenue. The property is owned by Mr. Morrissey.

Dr. Harry B. Ferguson, instructor in materia medica, botany and pharmacognosy at the New York College of Pharmacy, mourns the death of his father, William Ferguson, which occurred at his home in Little Falls, N. Y., after only 36 hours' illness with pneumonia, on June 4. The deceased was nearly 75 years old, having been born at Hawick, Scotland, October 10, 1828. He was overseer of the designing and weaving departments of the Clark Woolen Mills in Little Falls at the time of his death.

Dr. Edward Parrish, a grandson of the late Professor Parrish, of Philadelphia, author of the well-known text book of pharmacy bearing his name, has opened a new pharmacy in Brooklyn at 324 Schermerhorn, near Nevins street. Dr. Parrish was educated at Swarthmore College and graduated in medicine from the Long Island College Hospital. His father, Clemmons Parrish, a highly respected member of the Kings County Pharmaceutical Society, has conducted a successful prescription pharmacy at the corner of Henry and Orange streets, Brooklyn, for about 20 years.

THE CONDITIONS IN CHICAGO.

C. H. McConnell, president of the Economic Drug Company, of Chicago, spent a few days in New York City recently, at the close of a vacation of several weeks' duration, spent mostly in the South. Mr. McConnell's views of the cut rate situation in Chicago are on the whole hopeful. In an interview with a representative of the *AMERICAN DRUGGIST*, Mr. McConnell said that while the present disorganization of prices in Chicago was regrettable from every point of view, since no one could profit by it, it seemed to have been unavoidable. He believes that it would probably last through the summer months, but that by autumn prices would be again gotten on a common-sense basis. So far as his own store was concerned, it would, of course, be compelled to meet any prices named, as this had always been its practice, though when the agreement as to prices was made which had recently broken through, he had given that agreement his hearty and earnest support. In discussing the question of substitution, Mr. McConnell stated that he believed that there was less substitution in his store than in any other store of its character in the United States. His clerks have positive instructions, and those instructions are rigidly enforced, to hand out without comment whatever is asked for. Where a customer asks the salesman his opinion, however, that opinion is apt to be more favorable to a preparation of his own make than to that of some other maker. The Economic Drug Company are probably the only large cut rate store in this country who confine their sales exclusively to drugs.

The company sell no cigars, no soda water, no surgical instruments and no candy. This is most interesting, particularly in view of the fact that Mr. McConnell, who founded the store 12 years ago, is not a pharmacist and up to the time the store opened had never been in a drug store save as a customer. With a regular force of seven men, with occasional assistance during the rush hours, the prescription department dispenses from 350 to 450 prescriptions per day.

The Rice Memorial—A Correction.

Through a typographical error the name of Dr. George F. Payne, of Atlanta, Ga., appeared in the list of subscribers to the Rice memorial fund as Dr. Charles F. Payne.

The Eastern Branch Election.

In our notice of the date and place of meeting of the Board of Pharmacy election for the choice of a member of the board to succeed William Muir, of Brooklyn, printed in our last issue, the requirements of eligibility to vote were not stated in full. Those entitled to vote at this election, which will take place at the Brooklyn College of Pharmacy Building, 265 Nostrand avenue, Brooklyn, on June 29, between the hours of 9 a.m. and 3 p.m., are: Any licensed pharmacist residing in any of the following counties, to wit: Kings, Queens, Suffolk, Nassau and Richmond, and who is a member of the New York State Pharmaceutical Association or of any incorporated pharmaceutical organization located in the Eastern Section of the State of New York (practically Greater New York) which requires its members to be licensed pharmacists or druggists; Provided only that such pharmaceutical organization does not limit its membership to the counties of New York or Westchester.

The ballot will be a secret one, and any qualified voter is at liberty to ballot for any candidate he may care to name on his voting slip.

Meeting of the Kings County Society.

The usual monthly meeting of the Kings County Pharmaceutical Society was held on Tuesday, June 9. Committees for the ensuing year were chosen as follows:

Legislative Committee, William Muir, Thomas J. France, Adrian Paradis, William C. Vincent and Andrew E. Hegeman; Committee on Trade Matters, C. O. Douden, H. O. Wichelns and Charles Helmerzhelm; Committee on Revision of Pharmacopoeia, Dr. Walter Bryan, Dr. D. C. Mangan, J. H. Droge, H. W. Schimpf and Dr. John Ketterle; Library Committee, E. F. Wagner, C. A. Kunkel, E. J. Hulls, Philip Nehrbus and C. L. Gesell; Committee on Affairs Pertaining to Pharmacy, W. J. Hackett, Prof. A. P. Lohness and Charles Dyna.

The Bushwick Pharmaceutical Society, through its president, C. A. Kinkel, presented a life-size portrait of William Muir to the Kings County Pharmaceutical Society. The presentation of the portrait was made by Prof. W. C. Anderson on behalf of the members of the Bushwick Pharmaceutical Society. President Kleine accepted the gift in a brief address.

Mr. Muir was nominated for member of the Board of Pharmacy in the Eastern Section to succeed himself.

Appropriate action was taken on the death of Dr. J. F. Golding, a prominent member of the society, which occurred at his home on June 7.

The following new members were elected: Otto E. Areskog, Alexander Rothenberg, W. L. Schneider, A. C. Severian, David Westheimer, Edward Kleine and I. J. Salkowitz.

TROUBLE IN THE MANHATTAN ASSOCIATION.

The Constitutionality of the Proposed Increase in Salary of the Secretary Questioned—A Communication from the Mayor.

AT the meeting of the Manhattan Pharmaceutical Association held on June 15, the amendment to the constitution which had been adopted at a previous meeting, providing for an increase in the salary of secretary, came up for discussion, and a great deal of feeling was engendered, resulting in the resignation of the second vice-president, Charles H. White. The amendment to the constitution in question was adopted at the meeting held on May 18 and provided for an increase in the salary of the secretary from \$100 to \$200. The constitution provides that every proposition to alter or amend must be submitted in writing and may be balloted for at the next regular meeting. At the April meeting an amendment was proposed in writing to increase the secretary's salary to \$150. At the May meeting this amendment was changed by verbal proposition to \$200, and the vote stood nine in favor against seven in opposition to the change, half a dozen or more of the members present not voting either way. Several of the members at that time protested that the presiding officer had no right to put the amendment upon the \$200 to a vote, since it had not been submitted in writing as required by the constitution, and held that it was not permissible to alter the figures from \$150, the sum named in the written proposal, for amendment to \$200. The president overruled this objection and in the interval between the meeting the treasurer had consulted counsel, who rendered an opinion to the effect that he had no authority to pay the salary on the \$200 basis, since the amendment had not been adopted in a constitutional manner. He

stated furthermore that the treasury could not stand the extra drain. President Erb scored the treasurer for consulting counsel without his knowledge, and his reference to second vice-president Charles H. White's similar action led to the resignation of the latter. More resignations are feared, and a general feeling of apprehension exists in the association. The president and vice-president, consulting the legal committee of the association, were instructed by vote to lay the matter before the counsel of the organization. F. O. Collins was elected to succeed Mr. White.

Mayor Low sent a letter saying he had not yet acted on the new combustible regulations. Senator Hill's letter thanking the association for their recognition of his work on the Bostwick bill, was read. Mr. Swann scored the tricky methods by which evidence of excise violations had been obtained a year ago, and warned clerks not to sell, no matter how pitiful the plea of the prospective purchaser. He said Excise Commissioner Cullinan recognized that the new liquor law would increase the number of drug stores, and he had ordered his inspectors, under pain of dismissal, to offer no excuses when asking for liquors. Of the New York excise prosecutions, only four had not fallen to pieces, and they were ready each with an excellent defense.

TO WIPE OFF A DEBT.

Members of the New York College of Pharmacy Start a Movement to Take Up the Mortgage on the Building.

Under the leadership of the venerable Ewen McIntyre, who was recently elected honorary president of the college, a vigorous and carefully planned movement is on foot to wipe out the debt which has been hanging over the New York College of Pharmacy for several years, and committees have been appointed to set forth the needs of the college to the various branches of the trade interested. The sum which it is hoped to raise amounts to \$125,000, this being the amount of the mortgage on the present building. The institution has been burdened with this debt for a matter of nine years, or since the sale of the old building on Twenty-third street. By the sale of the old building a previous mortgage of \$140,000 was reduced to the present sum.

The payment of interest on the existing mortgage has proved a heavy tax on the resources of the college and has frequently interfered with the far-reaching plans of the trustees and other officers for the development of the teaching facilities of the institution. Although committees have been appointed at different times to solicit subscriptions for the worthy object in view, owing to business conditions and financial stringency no real effort was ever made to make collections. The present movement, which was initiated by Mr. McIntyre, has been in existence for only a few weeks, but a few thousand dollars have been already collected and the committee feels greatly encouraged. They are going about their work in a businesslike manner, having divided up the city into 22 districts, and naming one or two druggists in each district to carry on the local work of interesting neighboring druggists, and so afford in this way every druggist in the city the opportunity to contribute. The subscription list closes in July. The trustees themselves are prosecuting the work vigorously, and one or two have made individual contributions of generous sums, testifying in this way to the earnestness of their desire to place the college on a satisfactory footing. The firm of M. J. Breitenbach Company, of whom Max J. Breitenbach, the well-known trustee of the college, is president, have donated \$1,000 to the fund, and other wholesale and manufacturing firms are expected to respond with equal generosity. The collection of funds from the wholesale drug trade has been left to a committee consisting of John McKesson, Edward G. Wells, Samuel W. Fairchild and Clarence O. Bigelow. Mr. McKesson is the chairman of the committee for the wholesale district, Mr. Fairchild is to interest the wholesale and jobbing druggists, Mr. Wells the manufacturers of proprietary medicines and glassware, and Mr. Bigelow the manufacturing chemists and pharmacists and importers of drugs and chemicals. The following are the retail committees and the territories from which they are to collect and forward subscriptions to the fund:

RETAIL DISTRICT COMMITTEES.

1. East of Broadway, from Chambers street to Battery. Marcus Mandelbaum, 96 Maiden lane; L. W. De Keller, 59 Maiden lane.
2. West of Broadway, from Chambers street to Battery. F. Wichelns, 192 Greenwich street.
3. East of Broadway, from Chambers street to Fourteenth street. A. Wortmann, 178 Avenue A; Herman Walter, Second avenue and Thirtieth street.
4. West of Broadway, from Chambers street to Fourteenth street. Joseph Aquaro, 202 Spring street; Francis Perilli, 65 Sullivan street.

5. East of Fifth avenue, from Fourteenth to Twenty-third streets. Gustavus Ramsperger, 212 East Eighteenth street.
6. West of Fifth avenue, from Fourteenth to Twenty-third streets. Harry Heller, 157 Seventh avenue; M. F. Bender, 357 West Fourteenth street.
7. East of Fifth avenue, from Twenty-third to Forty-second streets. Fred. Freess, 577 Third avenue; T. L. Davies, 543 Third avenue.
8. West of Fifth avenue, from Twenty-third to Forty-second street. H. Herzfeld, 405 Sixth avenue.
9. East of Fifth avenue, from Forty-second to Fifty-ninth streets. C. A. White, Fifty-third street and Madison avenue; D. T. Larimore, 537 Fifth avenue.
10. West of Fifth avenue, from Forty-second to Fifty-ninth streets. F. Borggrieve, 739 Sixth avenue; S. V. B. Swan, 918 Sixth avenue.
11. East of Fifth avenue, from Fifty-ninth to Seventy-second streets. Joseph Skudin, 151 East Sixty-seventh street; R. Timmermann, 800 Park avenue.
12. West of Fifth avenue, from Fifty-ninth to Seventy-second streets. J. C. Denner, 197 Columbus avenue; A. A. Merritt, 37 Columbus avenue.
13. East of Fifth avenue, from Seventy-second to Eighty-sixth streets. B. F. R. Dauscha, 1294 Madison avenue.
14. West of Fifth avenue, from Seventy-second to Eighty-sixth streets. David Welsberg, Eighty-second street and Amsterdam avenue; J. A. Proben, 295 Amsterdam avenue.
15. East of Fifth avenue, from Eighty-sixth to 110th streets. Edw. Pfaff, 124 Lenox avenue; L. F. Reidiger, 1632 Second avenue.
16. West of Fifth avenue, from Eighty-sixth to 110th streets. Dr. L. Geisler, Amsterdam avenue and 105th street; F. J. Congleton, 2621 Broadway.
17. East of Fifth avenue, from 110th to 125th streets. Oscar Goldman, 218 East 113th street; Ernest Vetter, 1768 Madison avenue.
18. West of Fifth avenue, from 110th to 125th streets. Dr. J. Tannenbaum, 56 West 112th street; Dr. C. H. Bjorkwall, 118th street and Manhattan avenue.
19. East of Fifth avenue, from 125th to 135th streets; F. Benson, 2334 Third avenue.
20. West of Fifth avenue, from 125th to 155th streets. F. Yager, 308 West 145th street; F. Hirsemann, 1168 Ogden avenue.
21. East of Third avenue, Bronx. E. F. Miller, 712 Tremont avenue.
22. West of Third avenue, Bronx. C. F. Zorn, 189th street and Third avenue; Philip Schaff, 3409 Third avenue; E. Wendler, 995 East 165th street.

The Ohio Board.

The Ohio Board of Pharmacy last week made public the names of the successful applicants who took the examination which was held May 13 and 14. The list as announced is as follows:

Pharmacists.—Charles H. Schaffer, Marietta; Louis A. Becker, Walter Wetterstroem, Almyra Mossmyer, Ida M. Hildreth, Cincinnati; Edward F. Solka, Isador A. Rosenberg, John E. Cass, John C. Vorel, Theo. A. Huebner, Hildore A. Bloomstine, John H. Sobey, Cleveland; B. P. Glick, Ashville; Benjamin E. Jones, Columbus; Edgar S. Bodman, Bement, Ill.; Harry B. Pope, East Liverpool; Ralph E. Fraunfelder, Youngstown; Walter C. Peters, Rogersville; Max Drayer, Columbus; A. L. Hatcher, Kingston; Emmet B. Carey, Alliance; Frank E. Harter, Norwalk; Harry E. Shaffer, Orrville; George M. Webb, Pomeroy; Leroy L. Brandenburg, Arcanum; A. P. Geggheimer, Vermillion; Frank J. Kramer, Manchester; Lynn L. Bunnell, Franklin; Julius G. Davet, North Madison; Frank W. Saal, Wooster; James M. Rinehart, Baltic; Chas. H. Beagle, Marietta; Charles A. Krupp, Carey; William J. McGuire, Portsmouth; Charles N. Gorsuch, Zanesville; Dana E. Welsh, Ada; Kyle George, Lisbon; Harry W. Buckley, Leipsic; C. B. Holycross, North Lewisburg; Charlie K. Cooke, Bellefontaine; Otto W. Schmidt, Canton; Joseph W. Lammert, Wyoming; Harry H. Mason, Columbus; John H. Sutherlin, East Palestine; Stephen H. Wahmhoff, Delphos; Earl Lovett, Columbus; Oscar A. Fritz, Cincinnati.

The following were offered assistant pharmacist certificates.—Herbert C. McKim, Burlington, Ky.; Calvin A. Whitaker, Cincinnati; Anna J. Petersen, Cincinnati; F. A. Williams, Cincinnati; John E. Rapp, Portsmouth; Fred. C. Richards, Cincinnati; Chas. F. Buchanan, Cincinnati; Wm. A. Rapp, Cincinnati; Leon C. Kennedy, Columbus; Anna G. Owen, Youngstown; George A. Stretch, Cleveland; Arthur P. Lauer, Cleveland; Wm. G. Wright, Columbus; Herbert L. French, Adrian; Herman F. Rauch, Mansfield; A. J. Bucklew, Bryan; Ralph N. Wilson, Sidney; E. R. Lash, Jr., Athens; Jesse P. Michael, Portsmouth; Carmi S. Cunningham, Goshen.

Assistant pharmacist.—Willis Neal, Gallipolis; William Bennett, Cincinnati; Fred W. Horney, Dayton; William A. Winkler, Owenton; George W. Detrick, Orrville; Edward F. Wirth, Cincinnati; Edward Windish, Sandusky; Curtis A. Darr, Canton; Benjamin L. Kindel, Celina; Wesley C. Burr, Oberlin; Lloyd E. Thatcher, Urbana; Clarence E. Slichter, Columbus; John Schroeder, Cleveland; Edwin Enz, Cincinnati; S. Byron Welch, Delphos; Carl C. Porter, Cleveland; W. O. Vanderhelde, Cincinnati; Paul R. Schneider, Cleveland; James S. Reed, Lancaster; Andrew C. Allen, Sherrodsville; Josephine H. Enright, Columbus; R. T. Newcomer, Gibsonburg; Herman Pierstorff, Cleveland; W. W. Young, Garrettsville; Fred. J. Crafts, Garrettsville; L. E. Middleton, Malta; Glenn H. McKenzie, Columbus; Clyde S. Beeler, Hamilton. Certificates will be issued in about ten days.

The Georgia Board of Pharmacy.

As a result of the examination of the papers submitted at the recent examination the Georgia Board of Pharmacy announced that those securing certificates and the classes in which they qualified are:

Pharmacists.—A. L. Mack, Macon, and R. C. Wilson, Athens. **Apothecaries.**—V. J. Adams, Atlanta; Walter Bell, Milledgeville; P. A. Brannan, Columbus; Holt Chapman, Macon; E. T. Gibbs, Social Circle; W. H. Raines, Waycross, and L. M. Wachtell, Macon.

Druggists.—J. W. Hutchinson, Forsyth; Henry Moore, Willacoochee; L. H. Odem, Blackshear, and B. C. Yates, Fayetteville.

NEW YORK STATE.

Weather and Water—A Drug Merchant Exchange—After the Law Breakers.

(From our Regular Correspondent.)

Buffalo, June 17.—Ask a Buffalo druggist how June has treated him and he will make a very wry face. The weather has for the most part been of the sour variety, that keeps people at home more than would be the case in midwinter, but there is nothing severe enough about it to bring on disorders. The soda water trade is in temporary retirement and the people are taking such small stock in the newspaper agitation of a filtration plant to run the Niagara river water through, that commercial waters are not having much of a sale. It appears that somebody wants a chance to handle the \$8,000,000 estimated to be needed for the plant, an amount which will be increased a few times before the work is accomplished. If filtration would remove germs from water it might be a necessity, say some of the thoughtful Buffaloes, but as it will not the price for removing sand and the like is excessive.

STATE BOARD.

The re-election of George Reimann, of Buffalo, to the State Board of Pharmacy appears to have been eminently satisfactory to his constituents. Every one of the 66 votes cast was for him. In acknowledging the favor of a unanimous vote Mr. Reimann said that there was an old German game of Sixty-six that he used to play, but in that case when a player ran up that number he was always out, whereas in this case the rule was reversed and he was in.

A Buffalo druggist was greatly amused the other day by the reception of a package he had sent out. One of the city hospitals had ordered a bottle of nitric acid, but when delivered it fell into the hands of a young woman attendant, who evidently did not know that it was the practice to plunge the bottle into a can of whiting to keep it from breaking. When she saw the white stuff and no bottle she declined to take it and sent word that liquid acid was wanted.

DRUG MERCHANTS' EXCHANGE.

The members of the Drug Merchants' Exchange of Buffalo are decidedly pleased with the workings of the venture. There are 49 members so far, with applications from neighboring towns. These will be taken in before long, it is expected. Of course there are certain concerns that refuse to sell to such buying clubs, but there seems to be no one cast down on that account, for they reflect that they can buy much more than they have capital to buy with. The company now have their own delivery and the telephone does the rest. Dr. S. A. Grove's store is the repository. Already the amount of the company's transactions is very large, although in existence only six months.

LAW BREAKERS.

The State Board of Pharmacy is making a hunt for law breaking druggists throughout the State as usual this summer. The western branch lately held an infraction meeting and agreed to prosecute five cases. A late delinquent was a town supervisor, whose name was not given out. He was found to be violating the law in three directions. The inspector bought a bottle of laudanum at his store, which, being a general country store, he had no right to sell. The drug was not properly labeled and the store had not been registered. He was let off for \$25, though it would have been legal to fine him \$75.

BUFFALO NOTES.

Some recent Buffalo changes: James H. Brown, who used to keep a drug store at the corner of Swan and Jefferson streets, but who located in Idaho some time ago, has returned and taken a position in the prescription department at Faxon's. G. L. Keenan, who formerly was the druggist of Grote street, is now with H. A. Schreck, whose former head clerk, A. B. Hawkins, has moved to California. E. M. Losson, who was connected with the Diehl drug store at Main and Genesee streets before it closed, is now a clerk in C. J. Dwyer's new store on Elk street. Manager D. M. Cowan, of Plimpton, Cowan & Co., has located in a summer cottage across the river for the season. He is not recovering very rapidly.

NOTES OF THE TRAVELING MEN.

F. L. Washbourne, whose handling of the chemicals of W. J. Bush & Co. leaves very little to be desired, was in the city about the middle of June in the interest of trade.

A. U. Andrus, who is the head of the New York house bear-

ing his name with a "Co.," was in Buffalo early in June looking up his special customers in the regular drug line.

Henry M. Rynehart, another occasional visitor, comes about the middle of June, selling, as usual, a large lot of brushes for the New York house of James Low Erakine & Co.

Robert E. Service, who, like all good traveling druggists, was headed for the Utica convention, sold a lot of the sweet scented specialties made by Lazell, Dalley & Co.

F. H. Estelle, long the visible reminder here of the Philadelphia drug house of John Wyeth & Bro., spent some time in Buffalo drug circles the second week of June.

Max Weil, not on the regular visiting list, took in the drug trade this month, selling the sundries of the trade for the New York house of William L. Strauss & Co.

W. J. Marshman, who has "Violets of Sicily" inscribed on his banner, paid Buffalo druggists one of his occasional visits lately, selling perfumery for C. B. Woodworth & Son, of Rochester.

P. R. Dreyer, now well known to the local drug trade, paid us a visit this month in the interest of his perfumes, pomades, essential oils and that class of specialties. He is invited to come again.

MASSACHUSETTS.

The State Meeting Well Attended—Officers for the Massachusetts College of Pharmacy—The Massachusetts Medical Society Holds a Meeting in Boston.

(From our Regular Correspondent.)

Boston, June 17.—The twenty-third annual meeting of the Massachusetts State Pharmaceutical Association, at North Adams on June 9, 10 and 11, brought out a large attendance and proved of much interest. The meeting is reported in another column at some length.

THE COLLEGE ELECTION.

At a meeting of the trustees of the Massachusetts College of Pharmacy, June 8, the following officers were elected: President, William D. Wheeler, Ph.G.; vice-presidents, Linville H. Smith, Ph.G., and Irving P. Gammon, Ph.G.; secretary, George E. Coleman, Ph.G.; treasurer, John G. Godding, Ph.G., and auditor, Thomas B. Nichols. President Wheeler has appointed the following delegates to the A. Ph. A.: J. W. Baird, M.D.; C. F. Nixon, Ph.G.; E. L. Patch, Ph.G.; W. L. Scoville, Ph.G., and S. A. D. Sheppard, Ph.G. C. L. Blake was recently elected assistant in pharmacy.

THE MASSACHUSETTS MEDICAL SOCIETY

held its annual meeting in this city June 9 and 10. There were fewer exhibitors than usual, but the displays made up in excellence for the lack of numbers. The firms represented included the J. Metcalf Company, Boston, W. R. Warner & Co., Philadelphia, Pa.; American Oxygen Association, Boston; Alkalol Company, Taunton, Mass.; Dioxogen, by the Oakland Chemical Company, New York; the Randall-Faichney Company, Boston; P. Blakiston, Son & Co., Philadelphia, Pa., and W. R. Saunders & Co., Philadelphia, Pa.

MASSACHUSETTS ITEMS.

Adolph H. Ackerman, Ph.D., is now clerking for Linns D. Drury, Ph.G., 148 Dudley street.

The bill to provide for the production of vaccine lymph by the State Board of Health at the Massachusetts Agricultural College has been rejected.

Eric B. H. Mackay, who was arrested for shooting Herman F. Holbrook, has been committed to the Worcester Insane Asylum. He is unbalanced and while in jail attempted suicide, but his plan was frustrated.

Frank N. Frost, of Chelsea, recently convicted of a violation of the liquor law, has been sentenced to pay a fine of \$50 and to serve 30 days in the county jail. He appealed. The evidence was secured by police officers by making observations with field glasses from a concealed position.

The store of Paul C. Klein, Ph.G., Boylston and Tremont streets, was entered by burglars on the morning of June 6 and \$100 in cash taken from the six money drawers. The thieves were not apprehended, and they also carried away a key to one of the store doors. Early one morning in the following week a patrolman saw two men trying to enter the store. He gave chase and overhauled them. After being taken to the station house they confessed to being the robbers of June 6.

PENNSYLVANIA.

A Heavy Blow from a Department Store—Others Expected to Follow Suit—Druggists Taken by Surprise—Details.

(From our Regular Correspondent.)

Philadelphia, June 17.—The retail druggists are up against the real thing in this city. Snellenbergs have opened a drug department and prices have been cut on all proprietary articles. There are many patent medicines on sale at much lower figures than those quoted the wholesale dealers.

On Monday last the drug department was opened. On the previous day the opening of this department was extensively advertised. This advertisement gave not only the price of the proprietary articles, but also announced that prescriptions that cost from 50 to 75 cents elsewhere would be put up for 25 cents.

Now that one of the department stores has inaugurated a drug department it is believed that it will not be long before the others follow suit. It is stated that Gimbel's have already planned a drug department, but owing to the small salary which this house wishes to pay for a manager they are having trouble in securing a druggist who would be capable of conducting it.

FUTILITY OF DRUGGISTS' AGREEMENT.

The action of Snellenbergs has created consternation among the retail druggists. President Leedom, of the local association of retail druggists, is out of the city. It is said some speedy action is to be taken, but just as to what should be done the members of the association are not prepared to say. It is nevertheless a fact that this is one of the hardest blows the retail druggists of this city have had for a long time. On April 1 nearly all the druggists agreed to advance the price of proprietary medicines. With a few exceptions this agreement has been lived up to. The cut made by Snellenbergs is of greater magnitude than was in force by some of the so-called cut-rate stores. When the new department was opened there was a rush made to purchase the goods. It was like a bargain counter, and it was worth one's clothes to get near the salesmen. The drug department is in charge of H. Munzie. He is assisted by C. N. Ziegler and S. R. Pierce, the latter being graduates of the Philadelphia College of Pharmacy. The superintendent is a graduate of the Chicago College of Pharmacy.

PROBABILITY OF A MERRY WAR.

In this city there are the department stores of John Wanamaker, Gimbel's Brothers, Strawbridge & Clothiers, Snellenbergs, Lits Bros. Company and a number of smaller ones. It is thought that all of the large stores will follow the innovation made by Snellenbergs. For some time past some of the stores have been dealing in patent medicines, but none of them made the cut that Snellenbergs have. It is believed that many of the druggists have been buyers of the low price articles, as they can be purchased considerably below the wholesale rates. How the department secured the goods is not known. It is said that a carload of Peruna was purchased. This has caused some surprise, as the manufacturers of this article have given the impression that they were anxious to abide by the National Retail Association plan for preventing cutters from obtaining articles to sell below the regular price.

SUICIDAL PRICES ONLY TEMPORARY.

Since the day that Snellenbergs opened their drug department the druggists have been considering a plan which will enable them to meet the prices published by the store. Toward the latter part of the week some unseen pressure had been brought to bear upon the owners of the store, and many of the proprietary articles that had been marked considerably below the price at which the retail druggists could purchase them were restored to the regular selling price. One of the managers of the department drug store said: "We do not mean to lose money. We are in the business to make a success of it, and it would be impossible to sell the patent medicines at the price we announced on the first day." Perhaps this reversal of opinion had been brought about by the retailers, who had sent their friends to purchase all the patent medicines they could secure, as they were being sold at such figures as would net the retailer a better profit than usual. Although prices have generally been restored, it is believed that all the big stores will have a similar department. It is likely that the retail druggists will take action at the next meeting of the association. It is said that some of the most influential retailers will advocate the cutting off of all medicines that the department stores sell.

PHILADELPHIA NOTES.

B. Scott, of Girard avenue and Shackamaxon street, has sold his store to J. Finnerty, a former clerk.

C. A. Eckles, the man of many stores, is in California. He is having a good time and will remain west some weeks.

Mr. Kaufman, who recently opened a new store at Mervine and Columbia avenue, has been compelled to close it as business did not come up to his expectations.

Charles Leedom, president of the Philadelphia association of retail druggists, is spending his vacation in Canada. He will be away several weeks.

J. B. Moore, former owner of the drug store at Thirteenth and Lombard streets, is confined to the German Hospital, having been operated on for an abscess in the back.

Mr. Kemp, manager for Shinn & Baer, Broad and Spruce streets, has married Miss Bamford. The bride is a sister of Mr. Bamford, who is connected with the laboratory of Smith, Kline & French Company.

Walter Rothwell, who owns a store at Hatboro, Tenth and York streets and at Fifteenth and South streets, was married on June 15. He and his bride went on a long trip through the South and Southwest.

Schandeln & Lind, manufacturers of Garwood's standard perfumes, are completing their holiday line. This year the work exceeds that of all previous ones. Most of their men are out on the road and within a few days the whole country will be covered. The outlook is encouraging and the members of the firm believe that a bigger trade will be done than ever.

Another new drug store is to be opened up shortly at 1015 Chestnut street. Charles P. Jacob and Walter Jacob have entered into a partnership to conduct a drug store. They have secured the building on Chestnut street, on the north side west of Tenth, which for so many years has been occupied by the leading shoe store in this city. It is the intention to have the store refitted and ready for business by September 1. Both of the Jacobs are employed by George B. Evans. Charles is engaged at 1106 Chestnut street and Walter is the manager of the store at Eighth and Arch streets. The new firm intend to conduct strictly a prescription and druggist specialty business.

On June 10 R. W. Johnson, of the firm of Johnson & Johnson, gave an outing to the Red Cross Bowling Club on the company's steamboat "Trenton." Besides a delightful trip up the Hudson and then back to the Raritan River to New Brunswick, there was a sumptuous luncheon served. This outing was to commemorate the second winning by the bowling team of the championship of New York. Those present were R. W. Johnson, J. W. Johnson, C. A. McCormick, A. R. Lewis, F. B. Kilmer, James H. Rodges, D. E. Bransome, L. Treat A. Stevens, J. K. Carey, O. Huff, Lester Stevens, J. Carbone, J. Potter, E. Morris, H. O'Neill, L. Leitheiser, Henry Hassinger and T. Hunt.

NEWS OF THE TRAVELERS.

Rudolph Wirth, of Fougere & Co., was with the retailers in this city last week.

Mr. Pritchard, who was formerly with T. B. Dunn & Co., has connected himself with another house.

C. M. Nichols, who represents David Green of New York, has left this city and is now in Baltimore.

Fred, Fenno, of Wallace & Co., came here on June 20 and began at once to take orders for Mint Jujubes.

A. B. Wilson, of Herf & Frerichs, is no longer with us and is giving the retailers in Baltimore a good line of talk.

Charles T. White, who represents T. B. Dunn Company of Rochester, N. Y., has placed a number of good orders for Sen-Sen.

W. C. Humphries, of the Rubber Specialty Company of Akron, Ohio, is in the city showing what his goods can do; they win in the stretch.

G. B. Dalton, one of the local representatives of Johnson & Johnson, was married on June 11 to Miss Anna Guntlach. They are now on their honeymoon.

C. E. Elson, who represents the firm of H. K. Wampole & Co., has gone to Baltimore hoping to hypnotize the druggists in that city that he may make large sales.

H. E. Seibert, of St. Paul, Mich., proprietor of the Ready Cut poison paper, has for several days been a visitor in this city. He has been very successful in placing his goods.

Monroe P. Lind and Mrs. Lind have returned from a trip to Wheeling, where they superintended the wedding of Mrs.

Lind's niece. Mrs. Schandeln was matron of honor, while Mr. Schandeln stood around and looked pretty.

Mr. Walcott, of the Grape Juice Company, who is located in this city, is taking frequent trips to Atlantic City. His house have opened a branch at that watering place and Mr. Wallace is giving considerable attention to the management.

OHIO.

The Cincinnati College Graduates a Large Class—The Resinol Company Win a Suit—The Ohio Board Passes a Large Class—Working to Change the Patent Laws.

(From our Regular Correspondent.)

Cincinnati, June 17.—The thirty-first commencement exercises of the Cincinnati College of Pharmacy were held at the Zoological Gardens June 9. Despite the inclement weather there was a very large attendance, which included many of the leading pharmacists and physicians of the city. It was the intention of those in charge to hold the exercises on the lawn in front of the club house, but because of the rain the scene was shifted to the banquet hall of the club house. The exercises were opened by Rev. Jacob Knapp, of the First English Lutheran Church, who offered the invocation. The principal address of the occasion was delivered by Lieutenant-Governor Harry L. Gordon, who spoke on behalf of the Board of Directors. Judge Robert C. Pugh spoke for the legal profession and Dr. Gustav Zinke in behalf of the doctors. The press was represented by A. T. Moore. Prof. Adolf Leue spoke for the Ohio University, while Frederick C. Richards responded to the toast. Our Class. Dr. Samuel Iglauer represented the faculty and the degrees were conferred by President John Ruppert. Dr. Julius H. Eichberg awarded the prizes, as follows: Anthony Mangold, college gold medal; Miss Ida M. Hildreth, whose grandfather won the prize in his day, silver medal; Fred S. Kotte, gold medal in materia medica; Frederick C. Richards, gold medal awarded by Professor Apmeyer in applied chemistry. The graduates were:

William A. Bennett, Lynn L. Bunnell, Martin Depauw, Lewis D. Easton, Jr., Lawrence Fischer, Frank H. Gordon, Ed. G. Hegeman, Ida M. Hildreth, Frank Koewler, Fred Kotte, Anthony Mangold, Asher Miller, Almyra Mosmyer, Wm. A. Nickol, Anna J. Petersen, John E. Rapp, Wm. A. Rapp, Fred C. Richards, Fred W. Uim, W. W. Wetterstroem, A. A. Williams and Thomas A. Williams.

The guests present were:

Dr. A. O. Zwick and wife, Dr. E. Gustav Zinke, Dr. S. Rothenberg and wife, Alfred T. Moore, Dr. Julius E. Eichberg, Dr. J. J. Smith, Dr. Samuel Iglauer, Dr. Otis L. Cameron and wife, Dr. A. Fletcher and wife, Joseph Lammert and wife, George H. Albers and wife, Prof. A. W. Baln, A. J. Schwartz, S. H. Cohen, William F. Schnake, Charles A. Apmeyer and wife, Louis Klayer and wife, Prof. Charles T. P. Fennel, Edward Meyer, Edwin W. Enz, G. H. Tenhundfeld, Adolph D. Fennel, Paul W. Greyer, Julius Greyer, Fred S. Kotte and wife, Edward Hegeman, M. R. Depauw, F. W. Uim, William A. Nickol, William A. Bennett, L. D. Easton, Jr., and wife, Thomas H. Williams, Robert L. Richards, F. C. Richards, William A. Rapp, W. A. Wetterstroem, Carl Wetterstroem, F. Koemler, Lawrence F. Fischer, Lynn L. Bunnell, Robert C. Pugh, Walter B. Weaver, Dr. Adolph Leue, William Henry Ganz and wife, Edward A. Ohm, Byron Lewis, A. W. Wetterstroem, Prof. Ed. Hafner, Joel Cantor and wife, John Ruppert, Dr. L. A. Shepard and wife, A. Mangold, Thomas H. Williams, Robert L. Richards, F. C. Richards, and the Misses Nell H. Lloyd, Annis Rapp, Ada White, Marie Seiber, H. Ballauf, Carrie Holland, Bertha Pident, A. Schwartz, Lenn Wurtz, Augusta Groenwald, Alice Noonan, Louise Nickol, Alvina Bennett, Margaret Dehler, Mina Wagner, Ethel Lang, and B. Brashear.

AN INJUNCTION FOR THE RESINOL COMPANY.

Attorneys Kramer & Kramer were notified last week that the United States Court had granted a perpetual injunction to the Resinol Company, of Baltimore, in a suit instituted by that corporation against A. Hoffman & Co. to prevent the alleged substitution of the preparation manufactured by the Resinol Company. It also developed that one of the best known physicians of Cincinnati was the person through whom the Resinol Company were notified that their goods were not being used by several Cincinnati drug firms, although the name was used to cover the substitution.

AT WORK ON THE PATENT LAWS.

The Cincinnati branch of the N. A. R. D., at a meeting held this week, took the first steps toward concerted action of all the druggists' associations of the United States to memorialize Congress for a repeal of obnoxious patent laws. In a circular recently received in Cincinnati, and which is understood to have been distributed to all the branches of the National Association, a plan of co-operation is proposed for the repeal of the laws complained of. It is urged that patents should not be allowed on any articles used for food or medicinal purposes. When the circular was presented at the meeting of the Cincinnati body, it was unanimously decided by the members present to give the National Association the fullest and most complete support possible in the work that has been undertaken.

ILLINOIS.

**Annual Meeting of the Illinois Pharmaceutical Association at
Bloomington—Result of Elections for Officers—Travelers Meet,
Too—Cutters Struck Off the Black List by the N. A. R. D.***(From our Regular Correspondent.)*

Chicago, June 16.—The twenty-fourth annual meeting of the Illinois Pharmaceutical Association, at Bloomington, which was a joint affair in which the Illinois Pharmaceutical Travelers' Association took part, was an unqualified success. There were about 300 in attendance, and the social features are declared to have been more attractive than they have been at any previous convention. The traveling men helped to make things lively and interesting and kept matters stirred up all the time. All declared that they had enjoyed themselves greatly and that much good had also resulted from the meeting.

The annual elections of the two organizations resulted as follows:

ILLINOIS PHARMACEUTICAL ASSOCIATION.

President, Thomas Knoebel, East St. Louis; first vice-president, Herman Fry, Chicago; second vice-president, C. U. Garver, Bloomington; third vice-president, Horace Porter, Rockford; secretary, R. N. Dodds, Springfield; treasurer, George Bartels, Camp Point.

ILLINOIS PHARMACEUTICAL TRAVELERS' ASSOCIATION.

President, H. W. Medbery; first vice-president, Herbert W. Snow; second vice-president, Dr. A. W. Hobart; third vice-president, W. F. Bahe; secretary and treasurer, C. C. Lake, all of Chicago.

Council.—F. L. E. Gauss, C. A. Sears, E. A. Pickard, Fred. M. Nichols and Gil Lane.

The sessions began Tuesday, June 9. There were more ladies in attendance than ever before in the history of the organization, and the entertainment offered them was an important feature of the meeting. The exercises took place in the assembly room at the Illinois. President H. Swannell, of Champaign, called the first session to order at 2 o'clock in the afternoon, and a brief address of welcome by Mayor John A. Sterling followed. Thomas Knoebel, as first vice-president, was to have made the next address, but he was kept away by the floods, and his place was taken by Wilhelm Bodemann, of Chicago. Mr. Bodemann's talk was divided into sections, of which the topics were: Our association, the N. A. R. D., the reduction of the tax on alcohol, clerks, the clerks' association, the sale of cocaine, State aid to the Board of Pharmacy and the Illinois Pharmaceutical Travelers' Association.

Mr. Bodemann said: "We have nearly reached the quarter century mark as an organization and may we not reasonably congratulate ourselves that having passed through our infancy and childhood, we have attained manhood, and having put away childish things, we now stand before the public of this great State as representing something more than a name; that we represent definite ideas and principles; something more than a body of men who have met to have a good time, but who can refer to the past with satisfaction and to the future with confidence, and as sure as the sun rises, if we are true to ourselves and can induce our fellow druggists who are not members to enroll with us, we will be able to protect and build up our chosen profession."

A MOST SUCCESSFUL YEAR.

R. N. Dodds, the secretary, reported that the last year had been the most successful in the history of the organization, and that the question of finances had ceased to be a source of anxiety. The report of the Legislative Committee, read by C. A. Purdunn, contained a discussion of the new cocaine law, which has already been printed in the AMERICAN DRUGGIST.

The Legislative Committee was instructed one year ago to have the following proviso stricken from section I of the pharmacy act: "Provided that nothing in this act shall apply to the sale of patent or proprietary preparations, when sold in original and unbroken packages."

The reason for not carrying out this direction was explained as follows:

"Several members of the Legislature wanted to know if the cocaine bill interfered in any way with the sale of patent medicines, intimating that if it did they would oppose its passage and defeat it, if possible."

The selection of the convention city for next year was left to the Executive Committee. East St. Louis and Peoria are both after it.

The report of the secretary on the last day of the session showed the result of the vote for nominations to be made to the Governor for appointment on the State Board of Pharmacy. The Governor will select one man from this list in the fall, when a new member of the board is appointed. The leaders

were: W. Bodemann, 582; John Garver, Bloomington, 285; C. F. Prickett, Centralia, 285; P. M. Post, Murphysboro, 294; Charles A. Thayer, 279. Among the names of those recommended for appointment to the University of Illinois Advisory Committee, Albert E. Ebert had 608 votes, more than twice those of the second man on the list.

THE ENTERTAINMENT.

First in order among the entertainments was a banquet. Walter H. Gale was toastmaster, or "roastmaster," as Mr. Bodemann called him in his address. Among the addresses delivered were The Illinois Pharmaceutical Association, W. Bodemann; The Ladies, William L. Marmon; Those Who Were Once Druggists, But Reformed, Homer H. Green; The Pharmaceutical Traveler, Frank L. E. Gauss; Our Friends, the Doctors, Dr. J. Whitney Hall. Following this was dancing until midnight.

The smoker given by the traveling men Wednesday was another of the highly appreciated features of the convention. An eye witness says there were 125 men in the room at the beginning. No one knew how many there were later, for the smoke was so thick it could almost be cut.

Not least among the features of the Bloomington gathering was the fact that the traveling men are firmly banded together and are now closely associated with the druggists.

THE N. A. R. D.

has concluded to take all of the Chicago retailers known as aggressive cutters off the list of those to whom goods are not to be supplied. The action was a surprise, and it is not yet generally known what the effect will be. Aggressive cutters can now buy goods here in the open market.

The National Executive Committee of the N. A. R. D. has announced that the next meeting will take place in Washington, D. C., October 5, and continue until October 8. Ladies, it is announced, are invited to attend, and special provision will be made for their entertainment. Announcement will be made as soon as possible regarding transportation and hotel rates.

CHICAGO PERSONALS.

W. A. Hover, the Denver druggist, was in the city last week. He paid visits to a number of local wholesalers.

A. Ferte, of Butte, Mont., was in the city a few days ago making purchases of jobbers.

T. A. Lemke has sold the store at 1934 Evanston avenue, known as Lemke's Pharmacy. He will move to another location.

Mr. Whitten, formerly of A. C. Cole & Co., at Forty-third street and Indiana avenue, is now manager of the Powell pharmacy, at Madison and Wood streets.

W. C. Shurtleff, of Morrisson, Plummer & Co., attended the meeting of the National Credit Men's Association at St. Louis as a delegate from the Chicago association.

H. W. Fryer was shot by a burglar during a fight in the basement of his drug store, 601 West Sixty-ninth street, early on the morning of June 5. The thief got little and escaped.

Murray & Flurnoy have succeeded I. R. Wooley at 800 West Sixty-ninth street. Mr. Murray will be remembered as having for many years owned a pharmacy at Sixty-third street and Ashland avenue. Mr. Flurnoy comes from Kansas City.

Twenty girls employed in the patent medicine establishment of H. E. Bucklen & Co., Peck court and Michigan avenue, were overcome by chloroform while at work recently. News of the affair was kept secret for some time. It is said that a large bottle of chloroform was broken.

The California College.

On May 14 the following were graduated from the California College of Pharmacy, which is the department of pharmacy of the University of California:

GRADUATES.

Bachelors of Pharmacy: Harry W. Armour, Ph. G., Leo A. Schroeder, Ph. G., and Everett Towson, Ph. G.

Graduates in Pharmacy: Caroline Armstrong, William J. Balfrey, James L. Brown, J. Erwin Castelhun, Adeline D. Cereghino, James G. Creighton, Mary J. Crowley, Joseph W. De Merritt, Mabel B. Dolcini, Harry Dutton, Harry F. Eckhardt, Leo A. Farran, Perry F. Farrington, Jess T. Forsyth, Leon B. Haskins, Darwin W. Irvine, William D. Kaufmann, Wilbur W. Kelm, Louis H. Kilpatrick, Cecil W. Lillard, Clarice MacCurdy, Joe Shin Ylen, Luther McLean, George Martin, Jr., Eli B. May, Attilio S. Musante, Katherine Nolan, William J. Peters, Charles E. Phoenix, Percy W. Polk, Arthur L. Raney, Mary B. Schmitz, Mary A. Scholten, Emile G. Schutz, Harley E. Smith, Douglas W. Swanner, Harold J. Taggart, Daniel G. Webber, Mary V. White, and Ambrose W. Woolf.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, June 20, 1903.

SIGNS of the vacation season are not wanting in the market, for while business, as a whole, has been of average volume during the period under review, the pressure is relaxing somewhat, the movement into channels of consumption being of a light routine character only with seasonable goods receiving most attention. The tendency of prices is to favor buyers, but only a few of the numerous fluctuations toward a lower range are actual declines, the changes representing little more than a periodical revision of prices, and therefore of minor importance. Quinine is weak and unsettled, and all the indications point to a further decline in value, though the present range is said to be within a cent or two of the cost of manufacture. At the bark sale in Amsterdam on the 18th inst., the average unit price was reduced to 6¼ Dutch cents against 7¼ cents at the May auctions, and the offerings were heavy, the sale being the largest on record. Opium is not in much demand and the market is easier, with prices showing a further reduction. In other staple drugs and chemicals there is little new or interesting to report; manufactured products are finding a steady consumptive outlet and jobbers appear to be satisfied that the trade record of the month will correspond favorably with the corresponding period of previous years. The chief fluctuations since our last are tabulated below:

HIGHER.
Colchicum seed,
Aloes, Barbadoes,
Strophanthus seed,
Wax, carnauba,
Rochelle salt,
Seidlitz mixture,
Anise oil,
Cassia oil,
Gum chicle,
Ipecac, Carthagena,
Cannabis indica,
Ergot.

LOWER.
Opium,
Canary seed,
Celery seed,
Rape seed,
Silver nitrate,
Cuttlefish bone,
Calamus root, bleached,
Senega root,
Prickly ash berries,
Wormseed,
Hempseed,
Menthol,
Codliver oil,
Sodium nitrate,
Gamboge,
Japan wax,
Tonka beans,
Sassafras bark,
Peppermint oil,
Cummin seed,
Haarlem oil.

DRUGS.

Alcohol, both grain and wood, is in moderately active demand, and prices are maintained at the established range of \$2.37 to \$2.39 for the former and 65c for the latter.

Balsams.—Copaiba, Central American, continues held at 37½c to 40c, with a fair jobbing demand experienced. Fir does not sell in excess of jobbing quantities, but prices are maintained, with a fair show of steadiness, Canada being held at \$3.20 to \$3.60 and Oregon at 80c to 90c. Peru continues inactive, but the quotations of the market have not varied, 97½c to \$1.00 being required. Tolu is given very little consideration, but prices are nominally unchanged, the demand being apparently sufficient to absorb recent arrivals.

Barks.—Angostura is in very small supply, and prices are maintained, with a fair show of firmness despite a spiritless demand, 40c being named as inside. Cascara sagrada continues to meet with moderate attention, with further sales reported at

13c to 15c, as to quality and quantity. Reports from primary markets and the producing sections do not favor a good yield, and holders show more firmness in their views. Elm is in reduced supply and the market is stronger at 25c to 30c. Cotton root is in very small supply, and offerings are limited at an advance to 8 to 9c. Sassafras is in better supply and under freer offerings prices have receded to 6¼c to 8c, as to quality and quantity. Simaruba continues firm, owing to scarcity, but there is no demand of consequence at the present quotation of 50c. Soap is offered with increased freedom in consequence of recent arrivals, and whole now is obtainable at 6½c.

Buchu leaves remain quiet, but holders are not anxious sellers and quote steadily at 24c to 27c.

Cantharides are slow of sale, but holders do not attempt to force business below 62c to 65c for Russian and 37½c to 40c for Chinese.

Codliver oil has dropped a notch in the interval, in consequence of lessened demand, and now offers in barrel lots at \$125.00 to \$135.00 for the popular brands of Norwegian.

Colocynth apples are in moderate demand and steady, with sales of Trieste at 35c to 40c and Spanish at 27c to 30c.

Cubeb berries continue in moderate demand at nominally unchanged values, or, say, 9c to 10c for XX and 8c to 8½c for common; powdered held and selling at 11c to 14c, as to quality and quantity.

Cuttlefish bone is in improved supply, and under the influence of this and competition among holders the market is easy and lower, with sellers of prime Trieste at 17½c. French has declined to 13½c and Jewelers' large to 55c to 60c. Jewelers' small bone is scarce and commands 52c.

Ergot is in moderate demand and a shade firmer, recent sales having been at an advance to 28c to 29c for German and 29c to 30c for Spanish.

Gambler has eased off a trifle and holders offer more freely at 6c to 6½c, as to quality and quantity.

Haarlem oil is unsettled and lower on account of keen competition among importers and quotations have been reduced to \$1.80 to \$1.85, the inside figure for ten-case lots.

Juniper berries are dull, with the nominal quotation 3c to 3¼c.

Menthol is weak and unsettled and holders offer more freely at \$7.20 to \$7.25, with intimations in some quarters that a bid of less on a round lot would be accepted.

Opium is lower in consequence of sharp competition among interior dealers, and present quotations are based on a price of \$3.12½ for single cases and \$3.15 for broken lots. The competition appears to be particularly keen on powdered, which has declined 10c to \$3.70, with sales reported at this figure.

Quinine shows a weaker tendency as a result of the bark sale in Amsterdam on the 18th inst., coupled with a general lack of important demand and a falling market in London. While manufacturers' quotations are nominally unchanged on the basis of 24c for bulk in 100-oz. tins, prospective buyers are holding off in anticipation of lower prices. Meanwhile second hands quote German in bulk at 22c and Java is obtainable at 21c.

Rochelle salt is firmer, in sympathy with the strong position of crude material, and prices show an advance to 20c to 20½c, as to quantity.

Seidlitz mixture is higher, in sympathy with the increased cost of tartaric acid and the preparations thereof, and manufacturers now name 16½c to 17c.

Tonka beans are in better supply and offer more freely at a decline to 60c to 65c for prime Angostura, 20c to 25c for Para and 30c to 35c for crystallized Surinam, as to quality and quantity.

CHEMICALS.

Acetate of lime is in good demand for both grades and quotations are steadily maintained at the previous range of .95c to 1c for brown and 1.40c to 1.45c for gray.

Blue vitriol is weak and unsettled, with prices tending to a

lower range, best brands of domestic being obtainable at 4¼c to 4½c, as to quantity.

Chlorate of potash, crystals, are in light supply and held at 7½c.

Citric acid continues in good demand and manufacturers are firm in their views at 35c, though second hands are filling orders at 32½c.

Cream of tartar is maintained in firm position, in view of the rising tendency in raw material, while makers still offer powdered in a limited way at 24¼c to 25c. An early advance is expected.

Mercurial preparations show a revised range of prices, the corrected figures being as follows: Calomel, 88c; corrosive sublimate, 79c; powdered, 89c; red precipitate, 98c; white precipitate, \$1.03, and bisulphite, 62c.

Nitrate of silver has been reduced by the manufacturers to the range of 34c to 37½c, as to quantity, being a reduction of ½c.

Nitrate of soda is less actively inquired for, but spot stock is light, and quotations are fairly steady at \$2.05 to \$2.10.

Tartaric acid is held with more firmness, in view of the scarcity of argols, and while no change in price is to be noted, an early advance is expected. We quote the range at 31¼c to 31½c for crystals and 31½c to 31¾c for powdered, as to quantity.

Quicksilver is unsettled by competition and quotations have been reduced to 63c to 64c.

ESSENTIAL OILS.

Anise has developed an upward tendency, and while \$1.05 to \$1.10 is still quoted, the inside figure is a fraction higher in some quarters.

Bergamot continues steady at \$2.10 to \$2.25, as to brand, with sales reported at this range.

Cassia has developed an upward tendency and quotations have been generally advanced to 72½c to 75c.

Clove is quiet, though holders continue to name 57½c to 62c and 60c to 65c for cans and bottles, respectively.

Lemon is in good seasonable demand, but prices are without quotable change, prime being held at 60c to 70c and ordinary grades at 55c to 60c.

Orange is without quotable change in price, and only a moderate business is passing at our quotation, or, say, \$1.45 to \$1.65 for sweet and \$2.00 to \$2.25 for bitter.

Peppermint is offered a shade more freely and the market now appears to favor buyers, though we have only a fractional decline to note. For prime goods \$2.85 appears to be about the lowest open quotation, though it is intimated that this figure might be shaded upon a firm bid.

Sassafras and wintergreen are steady, without quotable change.

GUMS.

Aside from an advance in the price of Barbadoes aloes in gourds and lower quotations for gamboge, the situation presents nothing that calls for special mention. Trade is quiet, but the general tone of the market is steady.

ROOTS.

Aconite, German, continues to find sale in a jobbing way and values are steady at 9½c to 12c, as to quality and quantity.

Alkanet is reported firmer and higher at primary sources, but values here are unchanged, current transactions being at 5½c to 6c, as to quantity.

Blood is in reduced supply and offered less freely at an advance to 8c to 9c.

Calamus, bleached, is in more liberal receipt and an easier feeling has developed, with a decline in quotations to 30c.

Colchicum is in small supply and the price has advanced to 9c to 10c.

Gentian continues in moderate demand and steady at 4¼c to 5c.

Golden Seal is less actively inquired for, but the market is sustained at 54c to 56c.

Sarsaparilla, Mexican, is finding a good outlet for consumptive purposes, the demand being chiefly for export, and the business passing at 7¼c to 7½c.

Senega is unchanged, but the tendency of values is downward. Sales of Western at 85c to \$1.00.

SEEDS.

Canary is quiet and holders show more urgency to realize, offering in instances at 3½c to 3¾c and 3¾c to 4c for Smyrna and Sicily, respectively.

Celery prices are lower, in sympathy with the position of the seed in primary markets, and spot quotations are now 9c to 9¼c.

Colchicum continues to advance, the small supply and improved demand leading to firmer expressions on the part of holders, and the lowest open quotation is 50c.

Mustard is in steady, moderate request, most interest being extended to California brown, which is held and selling at 4¼c to 4½c.

Rape is weaker, and we hear of sales of German at 2½c to 2¾c, as to quantity.

Strophanthus is in light supply and quotations for Kombe have been marked up to \$1.10 to \$1.25.

Wormseed has declined in the interval, the quotation for American being 15c, which is also the nominal price for Levant.

N. A. R. D. to Meet in Washington.

The Executive Committee of the National Association of Retail Druggists have named Washington, D. C., as the place and October 5, 6, 7, 8 as the time for the fifth annual convention. The committee will announce the transportation and hotel rates as soon as the committee having these matters in charge have completed arrangements. The chairman of the Transportation Committee is Charles F. Mann, of Detroit.

Maryland Changes Date of Meeting.

The annual meeting of the Maryland Association at Ocean City has been changed from July 21 to 24, to July 14 to 17, a week earlier.

Ohio Valley Druggists Organize.

The wholesale druggists in the Ohio Valley territory met at Parkersburg, W. Va., on June 4, and formed a club for the purpose of regulating prices. The new club elected officers as follows: President, Allen C. Murdoch, of the J. N. Murdoch Company, Parkersburg; Vice-President, W. M. Bell, of Bell and Steele, Steubenville; Secretary-Treasurer, B. Exley, of the Ohio Valley Drug Company, Wheeling.

The ten firms represented were J. T. Goodwin & Co., Ohio Valley Drug Company, Reed, Bobb & Breiding and the Logan Drug Company, all of Wheeling, W. Va.; Belle & Steele, Steubenville, Ohio; Kanawha Drug Company, of Charleston, W. Va.; J. F. Davis Drug Company, Portsmouth, W. Va.; Ball-Warfield Drug Company, Ironton, W. Va.; Patton Brothers, Cattlesburg, Ky.; and J. N. Murdoch Company, of Parkersburg, W. Va.

Baltimore Druggists Organize.

The seven auxiliary associations composing the Baltimore Retail Druggists' Association have for the last month or so been busy perfecting their organization under the direction of J. D. Singer & J. G. Bellaire, of Chicago, representing the National Association of Retail Druggists. The federation is now an accomplished fact. A. J. Corning was elected president of the central body and O. C. Smith secretary. The federation is composed of the president and secretary of each of the auxiliary associations, the officers of the latter being as follows:

- Auxiliary No. 1.—A. J. Corning, president; Owen C. Smith, secretary.
- Auxiliary No. 2.—Harry F. Lindeman, president; J. Webb Foster, secretary.
- Auxiliary No. 3.—John A. Davis, president; H. L. Troxel, secretary.
- Auxiliary No. 4.—F. W. Schanze, president; E. L. Downes, secretary.
- Auxiliary No. 5.—A. E. Sudler, president; John I. Kelly, secretary.
- Auxiliary No. 6.—Charles Morgan, president; J. G. E. Klepper, secretary.
- Auxiliary No. 7.—David R. Millard, president; Louis Schuize, secretary.

The organization has 280 members, or a little over 80 per cent. of the druggists of the city, and is said to control 90 per cent. of the retail business. The low prices at which pharmacists are obliged to sell patent medicines in order to compete with "cut-rate" dealers, it is held, compelled action of a decided kind.

HINTS TO BUYERS.

Coca-Cola is increasing rapidly in popularity as a fountain beverage. It is delicious and refreshing, and will draw customers to your store.

Send to Chesterman & Streeter, Philadelphia, for their illustrated catalogue and price-list of hard rubber trusses. Kindly mention the AMERICAN DRUGGIST.

The Davol Rubber Company, of Providence, have a first-class line of rubber goods, such as syringes, nipples, etc. Consult them before purchasing your stock.

Jayne's Expecto-rant is one of the best known of popular proprietary remedies, and the big demand for it continues. Be up to the times and carry a supply in stock. It is a good seller.

The Sen Sen Company, Rochester, N. Y., offer free of charge an ample supply of interesting advertising matter for gratuitous circulation. Write them for a supply and mention the AMERICAN DRUGGIST.

Any druggist who carries a stock of paints, varnishes, etc., or intends to, will find it to his advantage to communicate with the F. W. Devoe & C. T. Reynolds Company, of New York, before laying in his supplies.

Attention is invited to the advertisement of Evans & Sons, Limited, whose American agency is at 133 William street, New York. Particularly at this season of the year this announcement should be of interest to pharmacists.

The Dawes Mfg. Company, of Pittsburgh, are making a special drive of a new set of shop bottles. Write to them for catalogue and prices before fitting out your store or replacing your old bottles. Sample bottles are furnished for 25 cents in stamps.

Druggists who dispense soda water will be interested in the latest and popular soda holder made by R. Chester Frost & Co., of Chicago. The holder has extra heavy base, quadruple plated; price, \$6 per dozen, net cash. This is but one of the company's numerous bargains. Ask for their illustrated catalogue.

The United States Playing Card Company, of Cincinnati, make a special offer to druggists. To all handling their Congress and Bicycle playing cards they agree to send free their assortment of advertising matter, etc., for window displays, with illustrated booklet telling how to make your window attractive.

The old house of F. Weber & Co., 1125 Chestnut street, Philadelphia, offer to the drug trade in this issue their excellent line of artists' materials, architects' and engineers' supplies and imported pyrography materials. This line has been found of such great commercial value to druggists who have stocked it that this advertisement should prove interesting reading.

The Marvel Syringe is probably the best thing of its kind manufactured in this country, and is something which every druggist should make a point of carrying in stock. It is heartily recommended by the medical profession and in general demand by the public. The advertisement of the Marvel Company, of New York, will be found in another part of this issue.

The Liquid Carbonic Acid Mfg. Company truly say that the soda dispenser can do business—some business—without a "Liquid" Fountain, "Liquid" fruits and "Diamond Brand" crushed fruits; but with them he can do more business. It's simply a matter of choice. If a druggist wants up to date ideas and desires to increase his soda water trade, he should consult this company.

Every druggist should own one of the drug mills manufactured by A. W. Straub & Co., 3737 Filbert street, Philadelphia. This little mill is sold on such liberal terms that the druggist runs absolutely no risk, and its price is so moderate that it is well within the reach of all. It is capable of grinding practically all substances, including those of a wet or gummy character.

Gleason's Grape and Apple Juices are as clear as wine, and have no cooked taste. They are guaranteed to be absolutely pure and free from any kind of preservative. The manufacturers, the Gleason Grape Juice Company, of Fredonia, N. Y., offer to send samples to doctors and 500 customers to help the druggist build up a good profitable trade in their products. They have other inducements also. Write for particulars, kindly mentioning the AMERICAN DRUGGIST.

The Torsion Balance Scale can always be relied upon for accuracy. This scale is particularly recommended for prescription work. The company also makes splendid and attractive counter scales with any kind of hard wood cases and beveled

plate glass. They are sensitive to two grains, and may be loaded to 20 pounds without damage. Price, \$35. Over 20,000 have been sold in the United States and Canada. They last for years.

The Manhattan Spirit distilled and sold by the Woods Products Company, Buffalo, N. Y., is an excellent substitute for grain alcohol where external application is intended. It is undoubtedly one of the best methyl spirits on the market and the economy of its use must be apparent to all. The advertisement of the company will be found on the front cover of the present issue.

Thacher's Liver and Blood Syrup, as well as all other preparations made by the Thacher Medicine Company, of Chattanooga, Tenn., is not a "patent" but a proprietary medicine, the formula for which includes the following: Buchu, hydrangea, mandrake, yellow dock, dandelion, sarsaparilla, gentian, senna and potassium iodide. Their laboratory affords every facility for compounding these ingredients in a superior, scientific manner. Only the best and purest drugs are used; these are bought direct from the importers in large quantities, every one of which is tested and guaranteed absolutely pure.

A Modern Instance.

The necessity of publicity (advertising) is no longer questioned by even the most conservative, but the form the publicity should take is a matter for serious consideration.

As applied to the soda water trade, it is universally conceded that the druggist's own wall and floor space is his best medium for advertising, provided such space is occupied by a soda fountain which by its attractive design or other unusual feature advertises itself, compels the attention of every passer-by and silently but eloquently invites him to partake of its delights.

Upon this basis the Scholtz Drug Company, Denver, Col., have just installed the beautiful Twentieth Century Sanitary Fountain, reproduced in the page advertisement of the L. A. Becker Company in this issue of the AMERICAN DRUGGIST, and upon this basis the L. A. Becker Company have built up a business exceeding in rapidity of growth any thing ever witnessed in the soda trade.

The Twentieth Century Sanitary Fountain is a radical departure from old styles in outward appearance, as well as other important matters, by this feature alone attracting trade, advertising the store and making the floor and wall space pay dividends. From the public point of view the sanitary feature is, of course, paramount, and the Twentieth Century System leaves nothing to be desired in this respect. It is conspicuously sanitary to the most ordinary observer.

The Becker Company's facilities enable them to install fountains at short notice for those who have delayed decision in choice until now, and to such of our readers as find themselves in this position, immediate communication with the L. A. Becker Company is suggested.

Soda Water and Profit.

The American Soda Fountain Company, with their long history of over 70 years, are still to the fore with their up-to-date specialties, calling attention opportunely by their handsome inserts to their products. A soda fountain properly equipped is without a doubt a money maker, and one which the wide-awake dispenser at this season of the year cannot afford to neglect. This company have made a reputation in every thing connected with the business, mean to sustain it, and have ample backing to do it. All things needful in the way of fruit syrups, fountain supplies and sundries of the best will be found in the company's new sundries book, which, if any of our readers have not seen, can be got at the office of the company in any of the chief cities. Special attention is called to the leaders, "Cherry Ferri" and "Fruit Floss."

The Drink Most Called For.

Pray ask of any barkeep'
What's the most called for drink,
He'll give you quick an answer,
But not just what you'd think;
It will not be plain whiskey,
Apollinaris, beer,
Or some old-fashioned cocktail,
That's famous far and near;
No highfalutin' title,
But simple is its name!
How many times you've heard it—
Barkeep', give me "The same."

—The Caterer.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 12 DE ENERO DE 1903

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma.

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THOMAS J. KEENAN, Lic. en Farm. *Director Asociado*

PRECIOS DE SUSCRIPCION

Pago adelantado, Estados Unidos, Canadá, México, Cuba, Puerto

Rico, Hawaii y las Filipinas.....(oro americano) \$1.50

Otros países (franco de porte) » \$3.00

Las suscripciones pueden empezar en cualquier tiempo.

«THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD» sale el segundo y cuarto lunes de cada mes. Todo cambio de anuncios debe ser recibido diez días antes de la fecha de salida.

Remesas deben hacerse con libranzas sobre Nueva York, giros postales internacionales ó por expreso ó correo en carta certificada. Toda correspondencia debe dirigirse á la AMERICAN DRUGGIST PUBLISHING CO., 62-68 West Broadway, New York, U. S. A.

AVISO DEL EDITOR

Llamamos la atención de nuestros vecinos de la América latina á este número del AMERICAN DRUGGIST, del que se han enviado espécimens á los farmacéuticos de aquellos países. Los intereses de los pueblos del Norte y Sur América se han hecho tan idénticos que por todos motivos es de desear que se estrechen lo más posible sus relaciones comerciales. Invitamos á nuestros colegas que hablan español á familiarizarse con la práctica de la farmacia tal como se conduce en los Estados Unidos, y esto se consigue siendo suscriptor y lector constante del AMERICAN DRUGGIST. Este periódico debe ser considerado como el único que da informes exactos del estado de la farmacia en los Estados Unidos. En él se hallará mucho de valor desde el punto de vista técnico, y mucho que ayudará á hacer prácticamente productiva la profesión de la farmacia. Nuestros lectores de los países españoles que se tomen el trabajo de leer el AMERICAN DRUGGIST, siempre encontrarán en él materia interesante concerniente á nuevos remedios, todos los cuales son inmediatamente anunciados tan pronto como aparecen. Verán muchos problemas acerca de la manipulación y la práctica farmacéutica, resueltos por los hombres más autorizados de la profesión. Leyendo el AMERICAN DRUGGIST regularmente, se adquirirán ideas nuevas con respecto á métodos empleados en los negocios y procedimientos. Cualquiera de nuestros lectores que desee informes de carácter técnico; se le darán, al pedirlos, sin coste alguno, requiriéndose, si fuere necesario, los servicios de los más expertos farmacéuticos de los Estados Unidos á fin de obtenerlos. El AMERICAN DRUGGIST es la primera publicación farmacéutica de los Estados Unidos. Se publica dos veces al mes y tiene una circulación de más de 13,000 ejemplares. Está reconocido como autoridad en relación con el estado del mercado de drogas de este país, y aquellos que deseen ya sea comprar ó vender, encontrarán en él una valiosa fuente de información. Los Estados Unidos es uno de los mayores consumidores de materias primas del mundo, y Nueva York es el punto natural donde convergen todas las drogas crudas de América. Aquellos que quieran vender drogas ventajosamente, encontrarán que lo mejor es hacerlo por medio de las columnas del AMERICAN DRUGGIST.

Se nos puede escribir en español, pues tenemos corresponsales y traductores españoles, competentes en todo lo concerniente al ramo de drogas, productos químicos, etc. Dirijanse todas las comunicaciones á

THE AMERICAN DRUGGIST

66 West Broadway, New York, U. S. A.

LOS ESTADOS UNIDOS COMO MERCADO

Hace poco menos de un año que el *American Druggist*, que por muchos años se ha estado publicando como el periódico de farmacia de más representación en los Estados Unidos, se propuso establecer relaciones más estrechas entre los farmacéuticos de la América Meridional y los fabricantes de este país, habiendo alcanzado en estas iniciativas resultados mucho más alhagüenos de los que nos prometíamos. Muchos de los lectores de nuestro periódico no han quedado poco sorprendidos al averiguar que en los Estados Unidos podían conseguir productos farmacéuticos y aparatos superiores á los obtenibles en Europa, á precios algo más baratos que los de allende el Atlántico. En varias ramas los fabricantes norteamericanos han logrado superar á los europeos en la calidad de los efectos y baratura de producción, motivo para que instemos á nuestros lectores del extranjero á que hagan un ensayo de este mercado. Los Estados Unidos es un país rico en materia prima; los inventores han demostrado aquí particular ingenio en la producción de maquinaria adecuada para cada rama de la industria; abundan los capitales, y durante el año pasado la exportación nacional ha excedido á la de cualquier otro país del mundo. Con todas estas ventajas en favor de este mercado, nuestros favorecedores y amigos de la América Española deberían considerar que les tendría cuenta establecer relaciones comerciales más estrechas con nuestros fabricantes.

Es de la competencia especial del *American Druggist*, proporcionar á los lectores de fuera los informes que pudieran necesitar para conocer mejor y con ventaja los productos de este país, y sean ó no nuestros lectores suscritores de este periódico, ó bien hayan solamente recibido este ejemplar como muestra, tendremos gusto en suministrarles cualesquiera informes que estén á nuestro alcance concernientes á productos norteamericanos de los ramos relacionados con el de drogas. Aquellos de nuestros lectores que vean por la primera vez el *American Druggist*, comprenderán desde luego la utilidad y conveniencia de suscribirse al mismo. Creemos que utilizando los servicios de nuestro departamento para el extranjero, se hallarán en situación de realizar una economía material en las compras y conseguir á la vez muchos efectos llamativos con que pueden no haber hecho negocio antes de ahora.

EMBALAJE DE EFECTOS PARA LA EXPORTACION

Por más que el tráfico de exportación de los Estados Unidos ha ido aumentando constantemente de año en año, todavía oímos quejas acerca de la manera cómo nuestros comerciantes embalan los efectos. Cier to es que esas quejas no son tan frecuentes como antes, como también que los embaladores aprecian la necesidad de poner más esmero en resguardar la mercancía

contra averías y roturas; mas para llegar á una inteligencia más completa entre compradores y embarcadores y para mejor proteger los intereses de todos, nosotros nos atrevemos á sugerir á los primeros que al hacer los pedidos se tomen el trabajo de especificar el modo cómo quieren que sus efectos se empaqueten. El exportador americano, una vez que comprenda bien lo que de él se requiere, se esmerará seguramente en satisfacer los deseos de sus parroquianos. Y esto podemos asegurarlos nosotros. Recientemente, gracias á nuestra intervención, fué posible llegar á un acuerdo entre un exportador de Nueva York y un parroquiano suyo de México, á quien el primero había embarcado ciertas mercancías que por defectuoso embalaje envolvieron pérdida considerable. Enterados nosotros del asunto por nuestros corresponsales en México, dimos pasos para establecer cierta avenencia entre las dos partes, y ahora sus relaciones son las más cordiales.

La Primera Nación Exportadora del Mundo

Al cerrar el año ha podido apreciarse con toda seguridad que los Estados Unidos está á la cabeza de todas las demás naciones en cuanto al comercio de exportación. Pero no obstante este hecho tan halagüeño para nosotros, nuestra exportación á la América del Sur en particular, no representa el volumen de algunas naciones europeas que embarcan efectos para esos países al sur del nuestro. Y esto no puede menos que reconocer por causa que los comerciantes de la América Central y del Sur no aprecian por completo los grandes enormes adelantos realizados en los Estados Unidos en casi todos los ramos de la industria durante estos años pasados. Nosotros estamos realmente en situación de surtir la América Latina de la mayor parte de los efectos de todos los ramos que importa, de una manera ventajosa para los consumidores al igual que para nuestros fabricantes. Tenemos la materia prima, las facilidades y medios para fabricar, todo el capital necesario, de aquí que esperemos confiados en que no hemos de tardar en obtener todo el favor de los compradores de esos países. Por nuestra parte instamos á nuestros lectores á que estrechen sus relaciones con nosotros, en la creencia de que podemos proporcionarles efectos á precios más ventajosos que en cualquiera otra parte del mundo.

FORMULA DE UNA EMULSION

Se puede preparar un buen artículo con la siguiente receta, que no se pretende sea una novedad:

Aceite de hígado de bacalao.....	cc.	177.00
Yema de un huevo.....		
Tragacanto en polvo.....	gm.	0.64
Elixir de sacarina.....	cc.	1.85
Tintura simple de benzoina.....	»	2.77
Espíritu de cloroformo.....	»	11.09
Esencias aromáticas.....	»	0.74
Agua destilada.....	»	354.88

Tómense Cc. 118 de agua destilada, póngase la tragacanto en un mortero seco y tritúrese con un poco de aceite de hígado de bacalao; añádase luego la yema de huevo, agítase rápidamente y agréguese agua á medida que se espesa la mezcla. Cuando esté de una consistencia conveniente, añádese el remanente del aceite y agua alternativamente, agitando constantemente, pero evitando que espume. Decántese á una media botella, añádese el elixir de sacarina, tintura de benzoina, espíritu de cloroformo y aceites mezclados de antemano; revuélvese bien y añádese agua destilada si fuere necesario hasta hacer Cc. 354.88.

CONGRESO INTERNACIONAL PARA LA UNIFICACION DE REMEDIOS

El 15 de septiembre pasado, reunióse en Bruselas un Congreso Internacional para la unificación de remedios, habiendo durado las conferencias seis días. La primera cuestión general presentada á discusión fué la de pesos y medidas. En todas las farmacopeas, con excepción de las de los Estados Unidos é Inglaterra, la proporción de los ingredientes que entran en los compuestos está expresada por peso. En las farmacopeas de los dos países citados, los líquidos están prescritos por volumen y los sólidos por peso. La delegación de Suiza propuso que de aquí en adelante todas las fórmulas se expresen en partes por peso, cuya proposición fué apoyada por todos los delegados con excepción de los ingleses y norteamericanos. El profesor Mc Alister, delegado por Inglaterra, propuso como sustituto que tratándose de líquidos se emplease un volumen que correspondiese exactamente á la cantidad prescrita por peso en las farmacopeas, siendo finalmente adoptada esta proposición concebida en los siguientes términos: «Las proporciones de las sustancias en la preparación de compuestos de remedios poderosos serán idénticas, ya se expresen las cantidades en términos de peso ó volumen.»

METODOS DE ANALISIS ALCALOIDE

La segunda cuestión que promovió largo y animado debate fué de los métodos que han de emplearse para hacer la prueba de remedios poderosos. La delegación de Suiza propuso que la conferencia misma designara el método particular de análisis que había de seguirse en cada caso. Los delegados franceses en unión con los rusos, belgas é ingleses se opusieron á la proposición, fundándose en que no hay un solo principio activo concerniente á los mejores métodos de prueba de que se tenga un conocimiento definido, y que, por consiguiente, sería imposible escoger de entre ellos sin hacer antes un estudio muy detenido, lo que sería imposible durante el tiempo en que el Congreso estaría en sesión; decidióse en su vista dejar la elección de métodos de ensayo á las varias comisiones farmacéuticas.

La tercera cuestión de carácter general, relativa á la forma en que debían aparecer los trabajos de la conferencia, también llamó considerable atención. Mr. Bourquelot dijo que este asunto se había discutido ya en el Congreso Internacional de 1900, habiendo propuesto él mismo que todas las farmacopeas imprimiesen en relación con la descripción de remedios poderosos, el nombre de aquellas farmacopeas de países vecinos en los que el remedio en cuestión es de fuerza uniforme. Se sigue este método en la revisión de la Farmacopea francesa que se está en la actualidad preparando. Decidióse finalmente que fuera mejor dejar este asunto á las comisiones de farmacopea respectivas.

ORGANIZACION PERMANENTE

Antes de suspender las sesiones la conferencia recomendó el establecimiento de una comisión permanente por el gobierno belga, invitando á los demás gobiernos á que nombrasen uno ó más corresponsales á quienes poder dirigirse por informes el bureau, el cual funcionará bajo el nombre de Unión Internacional Farmacopeica.

Finalmente se redactaron unas minutas que firmaron los delegados de Austria-Hungría, Bélgica, Bulga-

ria, Dinamarca, España, Gran Bretaña, Italia, Luxemburgo, Noruega, Holanda, Rusia, Suecia, Suiza y los Estados Unidos. Los delegados alemanes se negaron á firmar, protestando de que aunque su gobierno estaba en favor del trabajo en general, ellos no tenían autorización para firmar el protocolo. La siguiente es la minuta preliminar que recomienda la conferencia á los gobiernos respectivos representados, con la sugerión de que se lleve á la práctica tan pronto como posible.

MINUTA GENERAL

ARTICULO I.—Las substancias medicinales que se expresan á continuación deberían designarse en latín y prepararse como se dispone :

ACONITUM NAPELLUS L

Aconiti tuber ó Tuber aconiti:—Empléense solamente los tubérculos de este año secos; prepárese el polvo por la pulverización sin residuo.

Aconiti tintura ó Tintura aconiti:—Prepárese por la percolación con alcohol á 70 por ciento por volumen; la tintura debería contener 0.025 por ciento de alcaloides dosificados según los métodos que decidirá la comisión especial.

ATROPA BELLADONA L

Belladonnæ folium ó Folium belladonnæ:—Empléense solamente hojas secas; prepárese el polvo moliendo sin residuo.

Belladonnæ tintura ó Tintura belladonnæ:—Prepárese al alcohol á 70 por ciento un extracto consistente que pueda contener sobre 10 por ciento de agua. La fuerza alcaloide la determinará la comisión especial.

COLCHICUM AUTUMNALE

Colchici semen ó Semen colchici:—Empléense sólo las semillas.

Colchici tintura ó Tintura colchici:—Prepárese el 10 por ciento por la percolación; alcohol á 70 por ciento.

DIGITALIS PURPUREA L

Digitalis folium ó Folium digitalis:—Empléense hojas de segundo año, prepárese el polvo por la pulverización sin residuo.

Digitalis tintura ó Tintura digitalis:—Prepárese al 10 por ciento por la percolación; alcohol al 70 por ciento.

URAGOGA IPECACUANHA H BN

Ipecacuanha radix ó Radix ipecac:—Prepárase el polvo de la piel de la raíz, echando la parte leñosa. El polvo debería contener 2 por ciento de alcaloides.

Ipecacuanha titura ó Tintura iphcac:—Prepárese al 10 por ciento por la percolación; alcohol al 70 por ciento.

HYOSCYAMUS NIGER L

Hyoscyami folium ó Folium hyoscyami:—Hojas solamente.

Hyoscyami tintura ó Tintura hyoscyami:—Prepárese al 10 por ciento; alcohol al 70 por ciento.

Hyoscyami extractum ó Extractum hyoscyami:—Prepárese en alcohol al 70 por ciento un extracto compacto que pueda contener 10 por ciento de agua.

STRYCHNOS NUX VOMICA L

Strychni semen ó Semen strychni ó Nux Vomica:—2.5 por ciento de alcaloides.

Strychni tintura ó Tintura strychni:—Prepárese al 10 por ciento por la percolación; alcohol al 70 por ciento.

Nucis vomicæ ó Tinct. nucis vomicæ:—0.25 por ciento de alcaloides.

Strychni extractum ó Extractum strychni:—Prepárese en alcohol al 70 por ciento; 16 por ciento de alcaloides.

Nucis vomicæ extractum ó Extractum nucis vomicæ:—Prepárese en alcohol al 70 por ciento; 16 por ciento de alcaloides.

OPII PULVIS ó PULVIS OPII

Polvo seco á 60 grados, 10 por ciento de morfina.

Opii extractum ó Extractum opii:—20 por ciento de morfina.

Opii tintura ó Tintura opii:—Prepárese por la percolación en alcohol al 70 por ciento; 1 por ciento de morfina.

Opii tintura crocata ó Tintura opii crocata ó Ladanum sydenhami:—1 por ciento de morfina.

Opii et ipecacuanhæ pulvis compusitus ó Pulvis Doveri—10 por ciento de polvo de opio.

Opii tintura benzoica ó Tintura opii benzoica:—0.05 por ciento de morfina.

Strophanthi tintura ó Tintura strophanthi:—Prepárese al 10 por ciento por la percolación; alcohol al 70 por ciento; semillas grasosas (graines non dégraissées).

SCLEROTIUM CLAVICEPITIS PURPURE Ò CLAVICEPITIS PURPURE SCLEROTIUM TUL

Secale cornutum ó Ergotum secale:—El cornezuelo de centeno de este año se conservará entero.

Secalis cornuti extractum ó Extractum secalis cornuti: Ergoti extractum ó Extractum ergoti:—Prepárese un extracto acuoso que se activará con alcohol al 60 por ciento.

Secalis cornuti extractum fluidum ó Extractum fluidum secalis cornuti: Ergoti extractum fluidum ó Extractum fluidum ergoti:—al 100 por ciento.

Acidum hydrocyanicum dilutum:—Al 2 por ciento.

Laurocerasi aqua ó Aqua laurocerasi:—Al 10 por ciento.

Amygdalæ amaræ aquæ ó Aquæ amygdalæ amaræ:—Prepárese al 0.10 por ciento.

Phenoli solutio ó Aqua phenolata:—Prepárese al 2 por ciento.

Arsenas sodii ó Sodii arsenas; Arsenicum natrium ó Natrium arsenicum:—La sal cristalizada al 38.65 por ciento de ácido arsénico.

Arsenicalis liquor Fowleri ó Liquor arsenicalis Fowleri ó Kalii arsenicosi liquor:—Prepárese al 1 por ciento de ácido arsenioso.

Ferro iodidi syrupus ó Syrupus iodati ferrosi ó Syrupus ferri iodati:—Prepárese al 5 por ciento de yoduro ferroso anhidroso.

Cantharidis tintura ó Tintura cantharidis:—Prepárese al 10 por ciento por la percolación; alcohol al 70 por ciento.

Iodi tintura ó Tintura iodi:—Prepárese al 10 por ciento; alcohol al 95 por ciento.

Lobelice tintura ó Tintura lobelæ:—Prepárese al 10 por ciento por la percolación; alcohol al 70 por ciento.

Cocainum hydrochloricum:—La sal anhidrosa.

Hydrargyri unguentum ó Ung. hydrargyri:—Prepárese al 30 por ciento.

Antimoniali vinum ó Vinum antimoniali; Stibiatum vinum ó Vinum stibiatum:—Prepárese al 0.40 por ciento de emético.

ART. II.—En lo futuro.

(a) Un medicamento potente no debería prepararse en la forma de un vino medicinal.

(b) Las tinturas de drogas potentes deberían prepararse al 10 por ciento y por la percolación.

(c) Los extractos fluidos de drogas potentes deberían prepararse al 100 por ciento.

ART. III.—Debería adoptarse un cuentagotas normal, el diámetro exterior de cuyo tubo sea exactamente 3 milímetros, lo que dará 20 gotas por gramo (con una temperatura de 15 grados c.) con agua destilada.

CONVOLVULUS SOLDANELLA (PURGANTE).—L'hospitalier dice en su tesis de Paris que la resina del Convolvulus soldanella tiene un olor aromático que se asemeja algo al del ámbar gris ó al de la vainilla. No produce sequedad en la garganta ni expectoración, y á la dosis de 12 á 18 granos es un purgante drástico tan eficaz como la jalapa y la escamonea sin producir los efectos irritantes de estas dos últimas substancias. Es también un colagogo de la misma intensidad que la jalapa; pero, á consecuencia de su menor solubilidad en los medios alcalinos, especialmente en la saliva, es menos acre. Disfruta además de las mismas propiedades antihelmínticas que el medicamento citado. El autor aconseja las siguientes fórmulas:

GLUCOSAL.—Es el éter glicerina del ácido mono-salicílico. Afecta la forma de un polvo cristalino blanco, que se funde á los 70° C., soluble en 100 partes de agua fría, más soluble en la caliente, y menos en alcohol, éter, cloroformo, etc. Se mezcla con facilidad con glicerina y se saponifica ligeramente con los álcalis y los carbonatos alcalinos. Posee las propiedades antisépticas y antireumáticas del ácido salicílico y puede emplearse como substituto de esta sal, sobre la cual ofrece las ventajas de que no irrita el estómago ni produce tinnitus aurium. — *Union pharmaceutique*, abril de 1902.

ARREGLO Y EXPOSICION DE ARTICULOS

Por W. A. DAWSON.

Las reglas y métodos adoptados en la exposición y disposición de artículos que me ha enseñado la experiencia, comprueban aquel axioma de que «los efectos expuestos con acierto son medio vendidos.» Téngase á la vista aquellos artículos que más pueden despertar en los parroquianos el deseo de poseerlos, y póngase en sitios menos vistosos aquellos otros que sólo se compran cuando se necesitan.

Los artículos que por su acertada exposición constituyen un atractivo, inducen á los patrocinadores del establecimiento á comprar más de lo que tenían en vista. Cuando una persona entra en una farmacia es para procurarse algo en que ha pensado antes; pero si en aquel momento advierte algún objeto que le recuerda una necesidad ó le causa la impresión de que podría prestarle un servicio y lo compra, así se aumenta el negocio fuera de la demanda ordinaria. El parroquiano ha dejado más dinero en la botica de lo que tenía en vista. Y es precisamente con la multiplicación de tales ventas que el negocio se levanta. Sin anuncio y reclamo el negocio de un establecimiento está limitado por las absolutas necesidades de sus parroquianos—aquellas cosas que les hacen falta. El anuncio en sus varias formas atrae los clientes á la tienda; pero la exposición de los efectos determinará hasta cierto punto el volumen de sus compras y su patrocinio futuro.

Parece esto cosa de tal sentido común que uno se maravilla de que haya necesidad de detenerse en ello; pero quien se haya fijado en la disposición de las existencias en las farmacias, le habrá llamado la atención la falta sensible de un arreglo sistemático y de la exposición cautivadora de la mercancía. Efectivamente, artículos que podrían aumentar las ventas, si expuestos de una manera llamativa, están arrinconados en los mostradores ó metidos en sitios oscuros de las vitrinas y hasta en cajones, y los espacios valiosos de la tienda están ocupados por efectos que sólo se compran cuando la enfermedad obliga á hacerlo. Armarios de la pared que ayudarían á vender materiales para médicos y cirujanos, llénanse con botellas de productos que sólo se emplean en el laboratorio, que el dependiente que pone las recetas lleva y trae del armario á la mesa del trabajo y viceversa cuando se necesitan, ó en el caso de que haya frascos duplicados en el laboratorio, los que están en la tienda sirven para ir llenándolos ó alimentándolos.

Por estas razones como por el hecho de que con mi experiencia he hallado que me tenía cuenta, me inclino á hacer de la parte delantera de la botica un local de exhibición para todos aquellos artículos que son atractivos é interesantes al público, relegando al departamento de la dispensación á que realmente pertenecen, todos ó casi todos los frascos y cajones conteniendo drogas y productos químicos que se piden cuando se necesitan y que todo el mundo espera siempre hallarlos en una farmacia. ¿Por qué ocupar seis ú ocho pulgadas de espacio en un estante con una botella de paregórico? La gente sabe que todo boticario ha de tenerlo, y lo van á buscar cuando hace falta, y no comprarán más de él por el mero hecho de tenerlo á la vista. Entonces ¿por qué este artículo y otros parecidos no se guardan en un lugar menos conspicuo, y no se reemplazan por otros que pueden venderse tan luego como los ve el cliente? Si aquel espacio estu-

viese ocupado, digamos, por un montón del remedio para la tos que el farmacéutico prepara, al cabo del año muchos pesos habrían entrado.

En cuanto á la ocupación de valioso espacio, la única concesión que haría fuera tener en él aquellos remedios puestos en frascos de que hay demanda casi diariamente; pero no aquellos otros que regularmente se piden cada semana ó dos, éstos los destinaria al laboratorio. De esta manera las secciones de los armarios se convertirían en asientos de exhibición. De igual manera debería procederse respecto á las llamadas medicinas con patente, poniendo el farmacéutico en su lugar aquellos otros remedios en que más directamente pudiera estar interesado.

Licor Thyroidei

Por EDMUND WHITE, B. S. C., F. I. C.

Algunos observadores han llamado la atención á las propiedades de esta preparación por no conservarse bastante bien. Aunque se prepare con el mayor esmero no permanece en buen estado por mucho tiempo, siendo la proporción de fenol demasiado reducida para impedir el desarrollo de gérmenes pútridos en el fluido. Sorprende que esto acontezca en un específico compuesto de partes iguales de glicerina y agua, porque tal mixtura había de impedir la descomposición de la mayoría de substancias orgánicas; pero no se ha tenido en vista que el agua que contienen las glándulas tiroides frescas reduce la proporción de glicerina en el producto acabado por debajo su capacidad de conservarlo. De conformidad con las instrucciones oficiales, por cada glándula se añade 2 C.c. á cada una de glicerina y una solución 0.5 por ciento de fenol. Las tiroides frescas contienen cosa de 75 por ciento de agua, y tomando el peso por término medio de una glándula (dos lóbulos) á 8 gramos, es claro que cuando se siguen las instrucciones oficiales, el fluido que está presente consistirá en 2 C.c. de glicerina y 8 C.c. de agua. La acción preservativa de la glicerina en esta proporción es casi ninguna, con materiales tan expuestos á la descomposición.

Con la modificación que sigue podrá obtenerse una preparación que se conserva bien y está exenta de olor repugnante; una muestra preparada en abril de este año se ha conservado bien en una botella bien tapada en los estantes: Recórtense las glándulas y pénsese; córtese en lonjas y macháquense, y por cada 20 gramos de tejido, añádese 15 C.c. de glicerina. Macérese por 24 horas, exprímese fuertemente, y al producto hágasele tomar el volumen requerido con la añadidura de una mezcla de iguales partes de glicerina y agua.

Este procedimiento está basado en la suposición de que el tejido tiroideo fresco contiene 75 por ciento de agua, suposición que está justificada con la desecación de un buen número de muestras en el baño-maría á 100° C. El fluido que retenga la preparación estará entonces compuesto aproximadamente de partes iguales en volumen de glicerina y agua, y con esta proporción la añadidura de fenol, cloroformo ú otro antiséptico es del todo innecesaria.

Nueva Reacción Cromática del Alcohol.

Cuando en una solución diluida de cloruro de cobalto se agrega otra solución de sulfocionato de potasio, se obtiene una coloración un poco más pronunciada que aquella que da el de cobalto sola (R. Grassini L'Union Ph.). Entonces, si se toma de un tubo afilado se hace llegar á la capa superior del líquido un poco de alcohol etílico, agitando ligeramente de modo que el alcohol no se mezcle con el resto del líquido, el alcohol toma una coloración azul turquesa, mucho más intensa en línea de separación de los dos líquidos. La presencia de alguna sal de níquel daña absolutamente en nada la reacción, con la condición de que la cantidad de sal de cobalto no sea extremadamente pequeña, relativamente á la cantidad de la sal de níquel.

Es probable que la reacción provenga de una reducción de la sal de cobalto; lo que es cierto es que la adición de agua oxigenada destruye completamente la coloración.

Para que la reacción sea bien neta, es conveniente emplear una solución de cloruro de cobalto al 5 por ciento, porque con una solución diluida á menos de 5 por mil la reacción no tiene buen éxito.

señor Bustillos es vicepresidente de la Asociación Farmacéutica Mexicana y miembro de la Comisión de Revisión de la quinta edición de la Farmacopea Mexicana.

El señor Bustillos tiene también bajo su cargo un laboratorio en la ciudad de México para la producción de productos farmacéuticos y químicos, de conformi-



INTERIOR DE LA FARMACIA BUSTILLOS, CALLE DE TACUBA, MEXICO

FARMACEUTICOS MEXICANOS DISTINGUIDOS

No hay ciudad de algún tamaño en el mundo en que al ocuparse del negocio de farmacia al por menor, no implique el nombre de una persona eminente en el ramo. Así vemos que en Nueva York esta profesión va aparejada con el nombre de Hegeman; en Londres el nombre de Savory está ligado con la mejor tradición del negocio; en la capital de Francia no puede mentarse la farmacia al por menor que no se cite á la Pharmacie Centrale de París. En la capital de la república de México la familia de Bustillos se ha ocupado de generación en generación en el mismo negocio. Casi todos los farmacéutas notables de México recibieron su instrucción práctica en un tiempo ú otro en las boticas de Bustillos, en número de 12 ó 15 y una fábrica además.

Francisco Bustillos conduce en la actualidad la principal farmacia de la ciudad de México. Estudió bajo la dirección de los profesores más eminentes, entre ellos, su antiguo amigo, don Alfonso Herrera, director de la Escuela Preparatoria y profesor de la historia de las drogas en la Escuela de Medicina. El

dad con los métodos modernos, y en la actualidad está habilitando y aprovisionando una farmacia bajo el plan norteamericano, lo que equivale á decir una farmacia con el fin de subvenir á las necesidades de los norteamericanos residentes en aquel país y de un número



que están de paso. El edificio ha sido levantado en el local del Gran Teatro Nacional y se llamará la Farmacia Nacional. Además de conducirse el establecimiento al estilo de los Estados Unidos, el señor Bustillos tiene en vista instalar varias fuentes para la expendición de gaseosas en localidades apropiadas.

TABLETAS POR TRITURACION

INVENCION AMERICANA QUE SE HA HECHO POPULAR.—INSTRUCCIONES GENERALES PARA SU FABRICACION.—NO SE NECESITA UNA GRAN HABILIDAD.

La Tableta por Trituración es una forma de medicamento de confección distintamente americana, inventada en el año 1878 por el Dr. Thomas W. Fuller. Los pormenores del método propuesto por el mismo se dieron á luz en el *American Druggist* de marzo del año citado, en la página 69, y desde entonces acá se han seguido en substancia los mismos procedimientos, por más que algunas modificaciones del triturado emprendidas por el autor, no han llegado nunca á popularizarse.

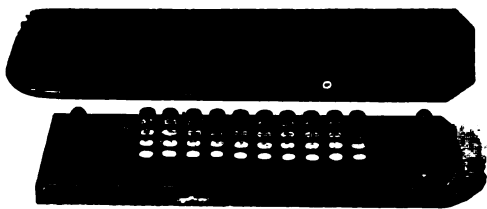
La idea esencial del medicamento tal como lo concibió el Dr. Fuller, consistía en la mezcla del medicamento activo con una cantidad suficiente de azúcar de leche pulverizada con objeto de que las tabletas acabadas contuviesen la cantidad del medicamento deseada y fuesen de un tamaño homogéneo. Así es que una tableta con una ciento vigésima quinta parte de un grano de digitalina, es exactamente igual en tamaño á la que contiene medio grano de calomelanos.

EL MOLDE EMPLEADO

La forma del molde que ordinariamente se emplea, según se verá por la ilustración, consiste en dos placas de caucho endurecido, la superior estando perforada, mientras que la inferior lleva unos pasadores que corresponden en número y posición á los agujeros de la placa superpuesta. Las que generalmente se emplean tienen moldes para cincuenta tabletas, cada uno de los cuales habrá de contener cuando llenos, un grano y un tercio de azúcar de leche pura. Cuando se emplee un disolvente podrá ponerse en el molde mayor cantidad de azúcar.

LA CANTIDAD DE POLVOS EMPLEADA

Primero que todo deberá averiguarse precisamente la cantidad de azúcar de leche que los moldes en servicio puedan contener, lo cual se efectúa de la siguiente manera. Tómese con exceso una cantidad de azúcar de leche pulverizada muy fina, humedézcase con alcohol diluido lo suficiente para hacer una masa, la que se introduce en los moldes hasta llenarlos, por igual, en cuyo estado



se procede á la desecación parcial; luego se hacen salir las tabletas colocando la placa de los moldes sobre la de los pasadores y apretando hacia abajo; después se pesan las tabletas bien desecadas, y se averigua con el peso la cantidad de azúcar de leche necesaria para cincuenta tabletas. En los moldes que de ordinario se emplean, la cantidad se hallará ser de sesenta y cinco granos. Averiguando el peso se tomará nota de él para utilizarlo en operaciones posteriores. Ahora el medicamento que ha de añadirse se pesa; también se pesan los sesenta y cinco granos de leche de azúcar pulverizada que han de emplearse y se quita de este polvo lo equivalente para compensar el volumen del ingrediente activo que ha de añadirse; si éste fuese sólido y seco, se triturará hasta reducirlo á un polvo fino, añadiéndole una pequeña cantidad de azúcar de leche, y estando todo bien triturado mézclase finalmente con lo restante del azúcar de leche que se necesite. Si por otra parte el ingrediente activo fuese un extracto líquido ó sólido, se diluye entonces bien con agua, bien con alcohol diluido, y mézclase con el azúcar de leche pulverizado, desecándose por último la masa y espolvoreándola. En algunos casos puede que sea posible mezclar

el líquido con el azúcar de leche y embutir la masa inmediatamente en los moldes, pero generalmente es preferible mezclar el líquido con el polvo, desecarlos del todo y volver á reducir á polvo la masa triturándola bien, por cuyo medio se obtiene la distribución por igual del ingrediente activo en toda la masa. Cuando es cuestión de operaciones pequeñas y el tiempo escasea, podrá omitirse la segunda manipulación siempre que se ponga el debido cuidado en distribuir el líquido por igual en toda la masa.



Sucede desgraciadamente que la cantidad de la masa que haya de comprimirse en los moldes, hasta cierto punto es diferente según haga la manipulación éste ó el otro operador con motivo de la diferencia de presión, método de manipulación, etc.; de modo que mientras los resultados generales son regularmente uniformes, no obstante, es usualmente preferible que cada practicante halle por experiencia precisamente la cantidad de la masa que necesita para hacer una partida dada de tabletas por trituración.

Cada fórmula para tabletas por trituración deberá determinarse por medio de ensayos á fin de poder averiguar la cantidad exacta de azúcar de leche ó el disolvente requerido, y tan luego de saberse se apuntará para poder referirse á ella en lo futuro. A veces es conveniente añadir un 20 por ciento de azúcar de caña al azúcar de leche, y esto sucede cuando los ingredientes que se agregan no comunican ninguna tenacidad á la masa. La composición del excipiente líquido que se use para el amasado del polvo, habrá de variar de conformidad con la composición del polvo mismo. En la confección de tabletas enteramente de azúcar de leche, será necesario una proporción mayor de agua en el excipiente líquido que cuando está presente azúcar de caña. En algunos casos se emplea alcohol absoluto, en otros varias mezclas de alcohol y agua, y en otros cloroformo solo ó mezclado con alcohol. El excipiente debe ejercer una ligera acción solvente sobre la masa para hacer que retenga su forma después de desecada.

MÉTODO DE MANIPULACION

Al preparar el polvo para los moldes, se humedecerá hasta tomar la consistencia de una pasta; el molde se coloca sobre una superficie lisa, un mármol para píldoras será apropiado, y el polvo humedecido se comprimirá en los espacios con una espátula de cuerno ó marfil. Algunas veces la masa se adhiere á la espátula y quédase fuera de los agujeros, lo que se remedia sumergiendo la última en el disolvente que se use antes de pasarla por la superficie. Luego se invierte el molde haciéndole correr hacia y fuera de la orilla del mármol sin levantarlo, la espátula se pasa por otro lado del molde y éste se hace correr otra vez hacia la orilla del mármol. En este estado las tabletas se sacan fuera con la placa de pasadores, como se ha dicho anteriormente, y dejándose secar algunos minutos sobre las cabezas de aquellos cuando se sacuden

golpeando con fuerza la placa sobre el mostrador cubierto con un pliego de papel para recibir las tabletas,

PARA DESECAR LAS TABLETAS

Si precisa acabar las tabletas cuanto antes, convendrá insuflar aire calentado sobre la superficie del lado del molde que se pone en contacto con los pasadores de la placa comprimida, lo que se verifica mejor manteniendo el molde á alguna distancia de una llama de gas y soplando la extremidad superior de aquella hacia el molde y la pequeña corriente de aire calentado ayuda á desecar la superficie rápidamente. Si el molde fuese de caucho, se pondrá mucho cuidado en no dirigir demasiado calor hacia aquel de otro modo se alabeará. Asimismo si se hubiese empleado alcohol para humedecer, se pondrá cuidado en evitar la ignición del vapor. Cuando se restriega con polvo seco (azúcar de leche seco ó lico-podio) la cara del molde que está en contacto con los pasadores de la placa, ayuda á absorber todo exceso de humedad é impide que las tabletas se peguen á los pasadores. Aquellas no deberían dejarse nunca en los moldes más de diez minutos, porque si se aguarda á que se desequen en ellos, no podrían sacarse de ellos sin desmenuzarse.

El proceso de la desecación se efectúa mejor colocando las tabletas en un tamiz para que la evaporación del disolvente sea más rápida, y más particularmente cuando aquellas están coloreadas por el ingrediente activo en solución en el disolvente. Si una tableta se deseca puesta en una superficie sólida, la materia coloreante, por la ley de capilaridad, se depositaría cerca de la superficie superior, de cuyo efecto este lado aparecería más oscuro que el inferior, puesto que la evaporación se habría verificado por la extremidad alta, mientras que en el tamiz aquella se efectuaría por igual y el color queda el mismo en toda la superficie de la tableta.

Cuando se preparan tabletas en cantidad considerable, se las permite desecar en los pasadores sometidas á una corriente de aire dehidratado, ligeramente calentado. Estando casi desecadas se quitan de los pasadores verificándose después la desecación completa en una cámara de aire caliente.

PARA TABLETAS HIPODÉRMICAS

El azúcar de leche es muy apropiado, siguiéndose para su preparación las mismas reglas que con las tabletas por trituración. El molde de goma hipodérmico que ordinariamente se vende, hace tabletas de un peso de unos tres cuartos de un grano. El disolvente empleado para la mayoría de estas combinaciones consiste en tres volúmenes de alcohol y uno de agua. En algunas tabletas de morfina de mayor potencia es necesario emplear alcohol diluido.

Cuando hayan de combinarse extractos sólidos para tabletas, deberá humedecerse la masa con un disolvente compuesto de una mezcla de tres volúmenes de alcohol y un volumen de cloroformo.

Se pondrá especial cuidado en la limpieza de los moldes de goma y al guardarlos para usos futuros para que conserven sin alteración la forma original. No se les expondrá nunca al calor, ya sea con el empleo de agua caliente para lavarlos ó calor seco para enjuagarlos, puesto que con el calor esos moldes se alabeen, destruyéndose en consecuencia el ajuste de los tarugos en las perforaciones; además cuando están alabeados sólo pueden emplearse con dificultad y se inutilizarán. Para la limpieza de estos moldes es muy servicial una brochita de pintores angosta y de cerda rígida, mientras que para las placas se empleará agua á la temperatura ordinaria. Algunas veces puede que sea necesario el empleo de alcohol y hasta de ácidos para quitar las substancias que se hayan adherido á los moldes; pero en los orificios de los tarugos no deberán emplearse instrumentos cortantes por el riesgo que se corre de rayar las superficies lisas. Limpiadas las placas y pasadas por agua fría, se secarán con tohalla blanda y sacudiendo el agua de entre los tarugos. Una vez bien secadas se pondrán en posición en las placas de tarugos dejándose á un lado en un sitio á nivel lejos del calor.

Preparaciones de Acido Carbólico Crudo.

Por M. J. WILBERT,

Farmacéutico del Hospital Alemán en Filadelfia.

El ácido carbólico, como se sabe, es un producto resultante de la destilación destructiva del alquitrán de carbón, al paso que la creosota, substancia algo semejante á aquella, se sabe que existía en el alquitrán de madera desde mucho tiempo antes, y no fué hasta el año de 1835 que Runge descubrió en el alquitrán de carbón la substancia llamada por él ácido carbólico.

La purificación del ácido carbólico implica procesos químicos varios más ó menos delicados; con todo, no es perfecta, puesto que aún con el mayor esmero y por causa no aparente, el ácido carbólico se vuelve á veces marcadamente rojo, por más que esta decoloración no parece mermar su valor como antiséptico ó desinfectante; por otra parte, muchos observadores han admitido que un ácido carbólico más bien impuro era tan eficaz sino más que el artículo más puro.

Hace algunos años que Frankel, al hacer pruebas comparativas de varios antisépticos, halló que los cresoles eran dos veces más fuertes en su acción germicida que el fenol puro. El cresol ó ácido cresílico es el nombre vulgarizado de una mezcla de tres compuestos isoméricos que acompañan el ácido carbólico en el llamado aceite muerto; son también los principales constituyentes del ácido carbólico crudo: débese enteramente á la mezcla de estos cresoles que la atención de los médicos se ha fijado de cuando en cuando al empleo del ácido carbólico como antiséptico y desinfectante, no habiendo otra objeción razonable que oponerle que su insolubilidad.

El ácido carbólico en sí mismo se licúa fácilmente en 20 á 25 partes de agua, y una mezcla de ácido carbólico y glicerina entra sin dificultad en cualquiera cantidad proporcional de agua. El cresol, por otra parte, no es más que ligeramente soluble, y mezclado con glicerina se separa casi instantáneamente cuando se le diluye con agua.

Reconociendo las ventajas que ofrece el cresol como antiséptico, preparaciones del mismo, más ó menos solubles se han puesto á la venta por diferentes fabricantes. La primera de las más populares de estas preparaciones fué la creolina. El compuesto que de ordinario se vende bajo este nombre en este país dicese ser una saponificación resinosa de aceite muerto, y aunque se emplea extensamente no es un producto satisfactorio, porque con agua no rinde una solución clara. Sulfo cresol, ó sea mezcla de ácido sulfúrico y cresol es una combinación que se asemeja algo á la creolina en eficacia y propiedades físicas, pero en este país no es tan conocida. Otro artículo con que se ha obtenido muy buen éxito y reúne la ventaja de dar una solución clara con agua, es el lysol, que, según los fabricantes es aquella porción de alquitrán de carbón que hierve entre 190 y 200 grados C., disuelto en grasa y saponificado.

La *Farmacopea Alemana*, en su última edición, incluye una preparación con propiedades semejantes, bajo el nombre de Liquor Cresoli Saponatus. El modo de hacerla es calentar una parte de jabón de potasa en un baño-maría hasta fundirse, cuando se añade una parte de cresol crudo en un peso igual, agitándolo hasta que esté mezclado. Una preparación parecida á la anterior en muchos extremos, se ha venido empleando en el Hospital Alemán de Filadelfia por muchos años como desinfectante y á la vez antiséptico en algunos casos.

Para hacer esta preparación se requiere una solución alcohólica de jabón de sosa siguiendo está fórmula:

Aceite de semilla de algodón.....	300
Sosa cáustica.....	43
Agua.....	350
Alcohol.....	250
Mézclese.	

Una mezcla de partes iguales de esta solución de jabón y ácido carbólico crudo rinde un líquido claro obscuro rojizo de reacción ligeramente alcalina, de la misma consistencia casi que

el jarabe. Se mezcla con facilidad en todas proporciones con agua destilada, rindiendo una solución de color amarillo obscuro algo alcalina en su reacción, que comunica á las manos una sensación saponácea, pero no es cáustica aunque la solución sea fuerte.

Esta preparación tiene la ventaja de ser relativamente barata—menos de una cuarta parte del precio del fenol puro—y esto unido á su eficacia debería abrirle un vasto campo de utilidad.

A juzgar por la experiencia del autor de estas líneas y por los informes sobre el particular utilizables, parece evidente que esta preparación ofrece un método seguro de dispensar ácido carbólico crudo para fines de desinfección general. Su fácil solubilidad en agua, unida al hecho de que el jabón impide en alto grado el efecto cáustico ó de blanqueo del ácido en el cutis ó membrana mucosa, son propiedades que serán apreciadas sin dificultad. En añadidura podemos enumerar algunas otras ventajas que posee.

Como antiséptico no sólo es más fuerte y más eficaz que el fenol puro, por la proporción considerable de cresol que tiene, sino que también por su reacción alcalina y cualidades saponáceas, su acción es más penetrante. El álcali posee la propiedad de disolver grasa, moco y masas de linfa de la sangre, lo que viene á convertirla en un detergente al igual que un antiséptico.

Es muy sabido que la presencia de materia albuminosa entorpece la acción de muchos antisépticos químicos. El sublimado corrosivo, por ejemplo, coagula rápidamente la albúmina y en este estado obra como un escudo ó cubierta á cualesquiera micro-organismos que pueden encerrarse dentro ó debajo de él, con lo cual se preserva su vitalidad hasta el tiempo en que el ambiente que los rodee les permita aumentar ó proliferar.

Esta solución alcalina, por otra parte, tiene la propiedad de disolver toda acumulación de desechos orgánicos á cuyo amparo los micro-organismos pudieran prosperar.

Como lavadura para preparar el campo de operación, las manos del cirujano ó de su asistente, los instrumentos que hayan de usarse, los enseres de la estancia y hasta las paredes y pisos de la misma, debe recomendarse por sus cualidades saponáceas y su valor como antiséptico y desinfectante. Como detergente y desinfectante en los casos de excreciones ó secreciones repugnantes, especialmente las causadas por sudación excesiva en el axila ó entre los dedos de los pies, se ha probado ser útil y ventajosa.

Como desinfectante general ha de recomendarse por su conocida eficacia, rapidez en licuarse con agua, y, finalmente por su baratura.

CAJAS DE MADERA IMPERMEABLES

La Mount Washington Box Company, del 311 Atlantic Avenue, Boston, fabrica un región de cajitas de madera prácticamente refractarias á las grasas y aceites y con tapas que ajustan perfectamente. Estas cajas se hacen de listones de madera, con los cantos tan bien unidos que apenas si puede distinguirse la línea del ajuste. Son verdaderamente una mejora sobre las cajas de madera torneadas para poner ungüentos y otros artículos. Son además muy livianas, fuertes y de linda apariencia. Se hacen de álamo blanco y de nogal negro. Entre otras ventajas tienen la de no ser costosas.

La «Leche Malteada de Horlick» llena estos requisitos, y ha sido abonada por un número considerable de médicos de nota que la han empleado con buen éxito, como alimento durante la marcha de las fiebres y en la convalecencia. En efecto, la Leche Malteada de Horlick es inapreciable igualmente para alimentar niños que ha sido necesario destetar á una edad temprana. Es un producto ideal, conteniendo los extractos solubles de trigo y cebada malteados, combinados con leche pura y rica, y el todo presentado en una forma predigerida que lo hace muy asimilable. Esta preparación la constituyen unos polvos secos que se conservan perfectamente en cualquier clima. Nos complacemos en llamar la atención de nuestros lectores al anuncio de este alimento que aparece en este número.

Un Catálogo Instructivo

La Kny-Scheerer Co., acaba de publicar en español un magnífico catálogo de aparatos é instrumentos de cirugía, en el que estarán seguramente interesados médicos y cirujanos y cuantos comercian en estos efectos. El catálogo contiene ilustraciones de unos diez mil instrumentos y aparatos diferentes, con su correspondiente designación y costo.

No hay seguramente en español un catálogo de esta clase que pueda compararsele, y habrá de ser un anexo valioso á la colección de libros de informes de todo farmacéutico de hospitales ó que tenga negocios propios que comprendan á la vez este ramo. Los interesados pueden procurarse ejemplares dirigiéndose á la casa de KNY-SCHERER Co., 225-233, Fourth Avenue, Nueva York.

Máquina Frigorífica Americana para Helados

Llamamos la atención á la máquina frigorífica para helados aquí ilustrada, y construida por Thos. Mills & Bro., Inc. de Philadelphia, Pa., cuyo anuncio aparece en la sección correspondiente. Esta máquina está dispuesta para trabajar á gran velocidad, al vapor, electricidad, gas ó motor de agua. Encierra en su construcción todos los últimos adelantos en este renglón, y la emplean los principales droguistas ó fabricantes de helados de todo el país.



Además de esta máquina los Sres. Mills Bro, Inc. fabrican otros seis diferentes estilos de máquinas frigoríficas, é igualmente machacadoras de hielo de varias clases; en efecto, su catálogo contiene toda clase de herramientas y máquinas necesarias para la confección de helados. Su larga experiencia es suficiente garantía de que sus productos son altamente satisfactorios habiéndose establecido en este ramo desde de 1864. Recomendamos á todos los droguistas que sigan los adelantos de estos tiempos que se procuren los catálogos de esta clase, que contienen también descripción de herramientas para confiteros que pueden ser útiles á los químicos fabricantes.

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AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 9 DE FEBRERO DE 1903

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AVISO DEL EDITOR

Llamamos la atención de nuestros vecinos de la América latina á este número del AMERICAN DRUGGIST, del que se han enviado especímenes á los farmacéuticos de aquellos países. Los intereses de los pueblos del Norte y Sur América se han hecho tan idénticos que por todos motivos es de desear que se estrechen lo más posible sus relaciones comerciales. Invitamos á nuestros colegas que hablan español á familiarizarse con la práctica de la farmacia tal como se conduce en los Estados Unidos, y esto se consigue siendo suscriptor y lector constante del AMERICAN DRUGGIST. Este periódico debe ser considerado como el único que da informes exactos del estado de la farmacia en los Estados Unidos. En él se hallará mucho de valor desde el punto de vista técnico, y mucho que ayudará á hacer prácticamente productiva la profesión de la farmacia. Nuestros lectores de los países españoles que se tomen el trabajo de leer el AMERICAN DRUGGIST, siempre encontrarán en él materia interesante concerniente á nuevos remedios, todos los cuales son inmediatamente anunciados tan pronto como aparecen. Verán muchos problemas acerca de la manipulación y la práctica farmacéutica, resueltos por los hombres más autorizados de la profesión. Leyendo el AMERICAN DRUGGIST regularmente, se adquirirán ideas nuevas con respecto á métodos empleados en los negocios y procedimientos. Cualquiera de nuestros lectores que desee informes de carácter técnico, se le darán, al pedirlos, sin coste alguno, requiriéndose, si fuere necesario, los servicios de los más expertos farmacéuticos de los Estados Unidos á fin de obtenerlos. El AMERICAN DRUGGIST es la primera publicación farmacéutica de los Estados Unidos. Se publica dos veces al mes y tiene una circulación de más de 13,000 ejemplares. Está reconocido como autoridad en relación con el estado del mercado de drogas de este país, y aquellos que deseen ya sea comprar ó vender, encontrarán en él una valiosa fuente de información. Los Estados Unidos es uno de los mayores consumidores de materias primas del mundo, y Nueva York es el punto natural donde convergen todas las drogas crudas de América. Aquellos que quieran vender drogas ventajosamente, encontrarán que lo mejor es hacerlo por medio de las columnas del AMERICAN DRUGGIST.

Se nos puede escribir en español, pues tenemos corresponsales y traductores españoles, competentes en todo lo concerniente al ramo de drogas, productos químicos, etc. Dirijanse todas las comunicaciones á

THE AMERICAN DRUGGIST

66 West Broadway, New York, U. S. A.

LA PLAGA BUBONICA.

Las alarmantes noticias que acerca de la peste bubónica prevaleciente en Mazatlán, en la costa oeste de México, se han recibido en este país, han causado natural aprensión, dando lugar á serias consideraciones en cuanto á la manera de impedir la propagación de tan funesta epidemia. Pero hay divergencia de opiniones acerca de la naturaleza de la misma como también de los medios más apropiados para combatirla; mas en un punto parecen estar unánimes los hombres de ciencia, y es la cuestión de limpieza personal y sanidad local. En aquellas ciudades donde ha sido posible poner en vigor y hacer respetar las medidas higiénicas adecuadas á las circunstancias, la peste no se ha desarrollado; pero en otras partes por la conformación del terreno, la naturaleza del suelo, deficiencia de alcantarillado ó de abastos de agua pura, la plaga ha sentado sus reales, siendo difícil extinguir la.

Afortunadamente el Gobierno mexicano está tomando drásticas medidas en vista de las terribles circunstancias porque atraviesa la asendereada ciudad, y es de esperar que resultarán lo suficientemente eficaces para desterrar de allí y del país la enfermedad reinante. En nuestro próximo suplemento español, que aparecerá el 9 de marzo entrante, publicaremos un artículo extenso sobre la profilaxis y tratamiento de esta funesta plaga.

¿ A QUIEN PERTENECE UNA PRESCRIPCION MEDICA ?

La Sociedad de Farmacia de Burdeos ha discutido recientemente esta cuestión, habiendo resuelto que la receta pertenece al cliente que la ha pagado al médico que la formuló. Esa opinión es la que generalmente pone en práctica el cuerpo farmacéutico, pues en todas las grandes ciudades de Francia, las recetas se devuelven al enfermo conjuntamente con el medicamento. El farmacéutico se limita á tomar copia en su libro copiador de recetas y á ponerle el sello de su farmacia.

Estas reglas tienen algunas veces diversas excepciones.

Es así, que en el campo se toman resoluciones totalmente contrarias á lo anterior, y que en las pequeñas ciudades se practique un sistema mixto. Hé aquí los motivos:

« En el campo los médicos indican muy rara vez por escrito la manera de emplear los medicamentos; no indican modo de usarlos, sobre todo, cuando el enfermo es analfabeto. En este caso, la receta interesa muy poco al enfermo; los términos le son desconocidos; el papel es igual á todos los demás y prefiere dejar la receta en casa del farmacéutico, donde está debidamente clasificada y siempre á su disposición.

A más, este género de clientes hace uso de largos créditos, el farmacéutico está interesado, de suyo, en guardar las recetas, desde luego que puede constituir, entre sus manos, una justificación para sus reclamaciones, y á la vez, una especie de influencia moral.

En las administraciones y sociedades de socorros mutuos, las recetas no se vuelven nunca á los mismos enfermos; se conservan por los farmacéuticos como piezas justificativas para el cobro de sus cuentas. En este momento [el del pago] se vuelven á sus dueños.

Al decir de ciertos personajes que no han practicado jamás la profesión, esta circulación de la receta por terceras manos constituye una violación del secreto profesional, porque con la lectura de una receta, un empleado venal puede dar á la publicidad la existencia ó el presentimiento de *ciertas enfermedades*. La objeción es exacta. Pero se puede observar, que antes de aceptar los estatutos de una sociedad, el enfermo los ha conocido, desde luego, si quiere ocultar su enfermedad, nada le es más fácil que pagar su receta y entrar inmediatamente en posesión de ella. Pero no podemos decir que alguna vez se hayan producido dificultades sobre este punto. Cuando un asociado se enferma, sabe muy bien que la sociedad conocerá la naturaleza de su enfermedad. El impedir que así sea, es privarse de cuidados competentes, sería renunciar á la indemnización que se le acuerda diariamente, sería, en fin, un medio de poner obstáculos á la presidencia de la asociación, que tiene el deber legal de dar cuenta á las autoridades de la naturaleza de las enfermedades que afligieron á los asociados.

Por lo que respecta á la receta depositada en la farmacia, se sabe que está allí bajo secreto absoluto, y que fuera de la autoridad judicial, nadie tiene derecho de exigirla, aun cuando la hubiere firmado.

Desde luego que una receta se coloque en manos de los administradores de una sociedad, el farmacéutico no es más responsable de ella, y aun ni siquiera puede reclamarla. Para la salvaguardia de sus intereses le basta con la copia que dejó en sus libros, mientras no se produzca una prueba en contrario.

Por último, hay una circunstancia en la cual un farmacéutico no debe volver una receta: cuando el que la firmó ha cometido un error, un *lapsus* importante que el farmacéutico no tiene derecho de corregir.

Volver la receta, aun sin haberla compuesto, es colocar en difícil posición á un compañero distraído, establecer una enseñanza nociva al no revelar un error y al entregar un remedio que puede ser nocivo y aun fatal para el enfermo; es traer á conocimiento de muchas personas competentes la falta que ha cometido el médico, es cooperar á un descrédito del cual él mismo puede ser víctima, es desasirse impremeditadamente de una legítima salvaguardia, cuando [en caso muy excepcional] el que cometió el error, debidamente avisado, no quiere remediarlo é insiste para que la prescripción se prepare tal cual la ordenó.

Se entiende que en este caso si el enfermo reclama la receta, debe dejar copia certificada antes de devolver el documento. — M. P. Carles, *Rép. de Pharm. y Rev. Centro Far. Uruguayo*.

PUEDEN OBTENERSE UN JARABE DE IODO INCOLORO según M. Gay, con sólo añadir una solución de iodo ó jarabe simple, á la cual se agrega después una solución de ácido cítrico, calentándolo hasta que sobrevenga la decoloración, y cuando haya enfriado se le añade una cantidad suficiente de tintura de corteza de limón fresco para darle un olor agradable

ADMINISTRACION DEL DEPARTAMENTO DE RECETAS

Por MYRON PUFF, Brooklyn, N. Y.

El departamento de recetas, cuando se administra debidamente, no tan sólo rinde el mayor provecho á toda farmacia, sino que es una garantía para el público, y por esta causa debería ser atendido con particular cuidado por el propietario de la botica ó su administrador. Debería estar provisto de toda clase de aparatos y utensilios que puedan ayudar á producir la mayor exactitud en el menor espacio de tiempo, acompañados de la apariencia y elegancia posibles. La cañería ó depósito de agua al igual que la pila han de emplazarse detrás del mostrador, cuidando de que aquella sea honda para evitar las salpicaduras, y accesible para que pueda usarse de dos lados á la vez. En la parte alta es un buen sitio para disponer un astillero para las graduadoras hecho de tal modo que cuelguen cabeza abajo. Los utensilios necesarios para completar la instalación, son: unas balanzas de las más sensibles, y de una clase superior para pequeñas cantidades, otras más recias para cantidades mayores; dos moldes para píldoras; un doblador para papelillos de polvos; piedras para ungüentos; un número de espátulas de acero y goma; un surtido completo de morteros de porcelana opaca y de cristal; un número de graduadoras; un molde para triturar pastillas; una máquina para tabletas movida á mano; un tamiz cubierto para pequeñas cantidades de polvo; un juego de formas para cortar vejigatorios; un juego de embudos pequeños para frascos de cuello angosto, é igualmente embudos de collar de goma dura; un tarro para infusiones; una botella para gravedad específica; una máquina perfeccionada para supositorios; una hornilla ó estufa de gas y una lámpara de alcohol; un juego de platos pequeños evaporadores, y un juego de tubos de prueba en astillero.

EL COTEJO DE LAS RECETAS. — Se pondrá en práctica el mejor sistema posible para evitar equivocaciones. Se conocen varios métodos para puntear y visar, pero no son prácticos para una botica de mucha clientela. El método más seguro, más racional y más adaptable al negocio es como sigue:

« El dispensador, después de haber puesto la receta y antes de envolverla, dice en voz alta «Cotejo,» y otro empleado del laboratorio se adelanta hacia el sitio donde está la receta ensartada en la punta y escucha como el dispensador canta el número, fecha de la receta, instrucciones del médico y su nombre. Después el dispensador cita de memoria los ingredientes y cantidades que ha usado en la preparación de la receta; el cotejador á su vez recorre con cuidado el contenido de la receta y llama la atención del primero á toda equivocación que haya podido cometer.

EXISTENCIA DE SOLUCIONES. — Para la mayor conveniencia y economía de tiempo en la dispensación, debería tenerse existencia de soluciones de artículos tales como clorato de potasio, sulfato de magnesio, yoduro de potasio, hidrocloreuro de cocaína, sulfato de estriquina, bicloruro de mercurio é hidrocloreuro de heroin, como igualmente trituraciones de aquellos artículos que se prescriben en fracciones de un grano, como ácido arsenioso, sulfato de estriquina, bicloruro de mercurio, digitalina, etc., para volvos ó para amasamiento.

MODO DE PONER LAS RECETAS CON GUSTO.—Las recetas deberían ponerse y envolverse con elegancia y pulcritud. Este requisito no se refiere á la apariencia solamente, pues cuando el frasco, por ejemplo, queda despojado de su envoltura y de la cápsula que cubría el tapón en la habitación del enfermo, todavía debería aparecer llamativo; sobre el tapón puede pegarse un sello negro, que por algún tiempo conservará su atractivo. Los polvos deberían ponerse en papel blanco liso, ó papel de cera cubierto por otro blanco, según sea la naturaleza de los ingredientes. La idea de cubrir el papel ceroso con otro blanco es para producir una apariencia nítida. Los papelitos conteniendo polvos se doblarán siempre del mismo ancho, y al ponerse en la caja, la orilla del doblado quedará hacia abajo, siendo el objeto el poder sacar uno ó más, sin que los demás se salgan, como sucedería si no estuviesen doblados con orden. Las cápsulas deberían llenarse secas, por ser más conveniente para el enfermo; esta pequeña labor más la aprecia el médico. Después que se han llenado las cápsulas, será acertado restregarse las manos con un poco de aceite de naranjas y frotar después las cápsulas, que se compenetrarán de un olor delicado y agradable, y queda oculto todo gusto de los ingredientes que se hubiese adherido á ellas al llenarlas. Los frascos para líquidos habrán de ser del mejor cristal, siendo la forma más apropiada la cuadrada francesa. El público aprecia que los líquidos que hayan de administrarse á gotas se dispensen en frascos de los hechos exprofeso. La mejor clase de tapones es apenas bastante buena para usarse en recetas. La cabeza de cada uno de ellos debería llevar una capa de lacre con las iniciales del nombre de la botica. Los marbetes para recetas serán de un papel de mejor clase que el usado para otros marbetes. El estilo que prevalece es de esquinas redondeadas, sin orillo y el nombre de la casa grabado.

MARBETES MECANOGRAFIADOS.—Es un extremo importante para todos los interesados que los rótulos que llevan las recetas sean escritos á máquina, por ser más fáciles de leer, más nítidos y realzan más que los escritos á mano con pluma. Un rótulo mecanografiado es la perfección misma. Hay ahora en el mercado una máquina exprofeso que se vende á \$10.00. Está dotada de tipo pequeño para rótulos de farmacéutico, y es fácil de manejar. Cuando se escribe con ella, el escrito está á la vista. También puede emplearse para escribir otros rótulos, que por su corto número no vale la pena hacerlos imprimir. Separando del mecanógrafo el apéndice para escribir rótulos, sirve aquel para la correspondencia ó para escribir cartas circulares á los médicos y otros.

DE COMO VENDER Á LOS MÉDICOS.—El proceder más satisfactorio para proporcionar efectos á los médicos es vendérselos con un diez por ciento de recargo más bien que al costo. El mejor medio de obtener negocios es merecerlos. Empléense siempre los mejores productos químicos, extractos fluidos, etc., que puedan obtenerse. El aumento en valor del costo de cada receta es pequeño, mientras que la diferencia en calidad es grande. Adquiéranse los nuevos remedios á medida que aparecen, aunque se compren en pequeña cantidad. Enviése á cada médico, cuyo nombre está registrado en la lista de la casa, una tarjeta que diga:

Tenemos existencia de y celebraremos tener ocasión de poner sus recetas para el mismo.

ACAPARADORES DE NEGOCIOS.—La mejor forma de anuncio como presente á los médicos, es un artículo de utilidad bastante para tener el nombre de farmacéutico constantemente á la vista de aquellos, como por ejemplo, un sacabocados de aluminio para cheques, con el nombre del farmacéutico grabado en él. Pueden comprarse á 25 centavos cada uno. También son excelentes acaparadores de negocios, ejemplares del «Formulario Nacional», los cuales pueden enviarse á los médicos con el nombre del farmacéutico puesto en las cubiertas.

Blancos para extender recetas deberían enviarse á intervalos regulares á aquellos médicos cuyas prescripciones se cree poder obtener. La mayoría de aquellos gustan de una materia impresa dispuesta con gusto, en papel que no sea blando, y en este sentido el farmacéutico habrá de procurarse lo mejor porque le tiene cuenta hacerlo.

MATERIA DELICADA.—Es asunto delicado el servir recetas en que se prescriben específicos cuando hay la posibilidad de que el parroquiano sepa ó pueda conocer el precio del artículo, por poderse procurar en plaza. Si el precio de la receta se pone mucho más alto que el que rige fuera de las boticas, causa mala impresión. Vale más no cargar más de diez centavos por cada artículo por la labor de cambiar de marbete, de numerar el nuevo y de escribir la prescripción facultativa. Un recargo excesivo puede causar fácilmente la pérdida del parroquiano y dar lugar al descrédito.

LA NUEVA QUIMICA FISICA

RELACIÓN HISTÓRICA DE SU NACIMIENTO Y DESARROLLO.
LA PRIMERA CONFERENCIA EN EL INSTITUTO DE
BROOKLYN

El 6 del pasado mes de octubre, el profesor Harry C. Jones, Ph. D., que explica la asignatura de química física en la Universidad Johns Hopkins, dió la primera de seis conferencias sobre química-física en el Gabinete de Arte del Instituto de Brooklyn, en 174 Montague Street. El profesor Jones fué presentado por el profesor Irwing W. Fay, cabeza del departamento de química en el Instituto, quien en pocas palabras se refirió á las múltiples aplicaciones de los nuevos descubrimientos en este vasto campo de las industrias químicas.

LOS COMIENZOS DE LA NUEVA CIENCIA.—El profesor Jones empezó la conferencia aludiendo á los primeros comienzos de la nueva ciencia químico-física. Dentro de los pasados quince años, dijo, ha brotado una nueva rama de la ciencia que á estas horas deja sentir su influencia en el estudio de la biología, fisiología, farmacología, patología y la misma geología. Ha compenetrado la ciencia de la química y operado una revolución en el método de los estudios. ¿Cómo se ha llevado á cabo su desenvolvimiento? ¿A quién debemos la nueva ciencia? Para poder contestar estas preguntas el conferenciante hizo una reseña del estado de la química á principios del siglo diecinueve y los adelantos verificados desde entonces. La química se hallaba en un estado muy embrionario hace cien años. Los grandes químicos á principios del siglo no eran alemanes sino franceses, ingleses y suecos, siendo el campo de sus esfuerzos la química inorgánica. Allá por el año 1828, sobrevino un cambio á raíz del descubrimiento por Wohler de la síntesis de la úrea, que vino á probar que la línea divisoria trazada entre las

substancias orgánicas é inorgánicas era puramente artificial. Tan pronto como se hubo descubierto que los productos químicos orgánicos podían hacerse en el laboratorio por síntesis, este estudio de la rama de la química recibió un gran impulso. Liebig y Wohler fueron los grandes químicos del día; el primero había introducido la química orgánica de Francia en Alemania, y desde ese periodo data el nacimiento del químico alemán. El estudio de la química de los compuestos de carbono fué continuado y extendido por Fischer y Meyer.

El punto que el conferenciante trataba de demostrar era de que después de que el estudio de la química inorgánica había llegado á su apogeo, vino un periodo en que los principales químicos desviaron su atención del mismo para concentrarla en la química orgánica. Este fué el periodo de la síntesis de los compuestos orgánicos. No tardaron los químicos en demostrar su desatisfacción con la mera preparación de compuestos, ó síntesis sola, y después que esta rama del trabajo hubo adelantado tanto como posible ó hasta 1875, concentraron la atención en determinar la verdadera constitución y disposición de los átomos en la molécula. Se dió impulso á esto con el anuncio del descubrimiento de Kekulé, ó teoría de la disposición de los átomos en la bencina radical. Esto cautivó la atención de Vant'Hoff, discípulo de Kekulé, quien dedicóse con su mente de gigante á la solución del problema de cómo los átomos estaban unidos á su molécula. La cuestión presentada por Vant' Hoff era «¿Cuál es la verdadera posición de los átomos en el espacio y sus relaciones entre sí?» En otras palabras, ¿cuál era la geométrica configuración de la molécula? En el gas formeno C_2H_4 , el compuesto de carbono más elemental que el químico francés Henry había demostrado ser un compuesto simétrico, cuyo hidrógeno podría ser reemplazado por otros elementos, Vant' Hoff vió la llave del problema, y de sus estudios del mismo originó la teoría del carbono tetraédrico.

DIFERENCIA ENTRE LA ANTIGUA Y LA NUEVA QUIMICA.—El conferenciante pasó entonces á demostrar que la química-física de cien años atrás se ocupaba en definiciones y cálculos de las propiedades puramente físicas de las substancias—e. g.: gravedad específica, rotación óptica, etc., mientras que la química física de estos tiempos trata de aspectos enteramente diferentes de la ciencia. La nueva química física no originó ni en la química ni en la física, sino en la botánica. En 1885 Vant' Hoff se interesó en una nueva fase de la investigación química, á saber: el estudio de la velocidad de la reacción química, ó sea el medio para apreciar la rapidez con que las substancias químicas reaccionan una sobre otra. Esto estaba relacionado con ciertas cuestiones relativas á la presión osmótica de las soluciones. Paseando por las calles de Amsterdam un día, Vant' Hoff se encontró con un colega suyo, el botánico De Vries, quien había estudiado un asunto semejante en el flujo de la savia de los árboles y plantas, y hecho un esfuerzo para determinar la presión osmótica por el medio de las células vivientes de las plantas. Entoces vino en conocimiento de los experimentos realizados por Pfeffer con el fin de averiguar la presión osmótica con el empleo de bocal de porcelana. El conferenciante se extendió aquí en una digresión sobre el muy conocido experimento que ilustra la presión osmótica, y que consiste en llenar una vejiga con alcohol y agua y sumergirla en una tina de aquel líquido, de cuyas resultas este último penetra en la vejiga hasta

que revienta la misma, por ser la membrana permeable al solvente, pero no á la substancia disuelta.

MÉTODOS PARA LA MEDICIÓN DE LA PRESIÓN OSMÓTICA.—Los métodos para medir la presión osmótica inventados por Pfeffer fueron extremadamente simples. Un bocal de porcelana sin vidriar llenado con una solución de sulfato de cobre, fué sumergido en otra vasija conteniendo una solución de ferrocianuro de potasio. Con la penetración gradual de la porcelana por un lado por la solución de sulfato de cobre, y por el otro por la solución de ferrocianuro de potasio, se efectúa la unión de las dos soluciones, el sulfato de cobre en solución pasando á través de la porcelana hasta encontrar la solución de ferrocianuro de potasio entrando. Fórmase el ferrocianuro de cobre en el punto de contacto y el cual se denuncia por su color rojo. Pero lo que se buscaba era un método para medir la presión osmótica de este modo ejercida. Trabajando con una solución de azúcar de caña, se averiguó que una solución de 1 por ciento ejercía una presión de 53 Cc., una de 2 por ciento de 106 Cc., y así sucesivamente. Igualmente se descubrió que la presión osmótica aumentaba con un aumento de temperatura, de lo cual se desarrolló la importante teoría de que las leyes aplicables á los gases (Boyle y Gay-Lussac) poseen el mismo valor para las soluciones. Al igual de que con los gases, la presión de las soluciones era proporcional á su concentración, quedando establecida de esta manera la primera analogía entre la presión osmótica de un gas y la presión osmótica de una solución. Quedó determinado que todas las soluciones aumentan cosa de 1.273 de su volumen á 0 grado C por cada subida de un grado de temperatura, lo mismo como se había determinado mucho tiempo antes que sucede con los gases. El conferenciante pasó á indicar que, procediendo con estos datos, podemos tratar las soluciones en un sentido químico exactamente lo mismo como lo hacemos con los gases. Cuanto á la causa de la presión osmótica, se habían propuesto teoría tras teoría, pero, añadió, nos encontramos hoy tan lejos como nunca de conocer la tal causa.

EL JURAMENTO DEL BOTICARIO

Los boticarios que vivieron en la décima cuarta centuria prestaban el siguiente juramento: «Juro no calumniar nunca á los que fueron mis maestros, á los médicos, á los boticarios y á quien quiera que sea; juro sostener con todas mis fuerzas la gloria, ornamento y majestad de la medicina; de no revelar á idiotas ó ingratos los secretos y misterios de la misma; de no hacer nada con precipitación sin el consejo de los médicos ó en la espera de lucrar, de repudiar y evitar cual la plaga el escandaloso y pernicioso modo de practicar mi profesión, como lo hacen en estos tiempos los charlatanes, los empiricos y aficionados á la alquimia, con vergüenza de los magistrados que lo toleran. Que el Señor me haga prosperar así como yo observo esta obligación.»

LA "PUREFINE" fabricada por la Fitch Chemical Company de Bay City, Mich., merece la recomendación del *American Journal of Health* como poderoso dedorizante y desinfectante. Aunque en sí no despiden olor destruye los olores repugnantes, cuando se emplea como corresponde, y es por consiguiente un aditamento de lo más valioso á la materia médica del perito higienista. Escribase á los fabricantes pidiendo informes, puesto que este artículo habrá de ser de mucho valor en los países tropicales.

Alcance de los Conocimientos Ultimos

Abrotina.—Acetoortotolnina. —Apalagina. —Arvenol. —Carbolisoformo. —Chirol. —Criptogenina. —Cumol (Pseudocumol). —Dimal. —Elosina. —Ergotina Fromme. —Forman. —Hetol. —Cafeina. —Marsilo. —Mentoformo. —Mesotano. —Resaldo. —Orosol.

ABROTINA.—Alcaloide del *Absinthium*, *abrotanum*.—Se presenta en cristales finos, tiene olor bastante fuerte y acre, y su gusto es amargo muy repugnante. Parece ser un buen antihelmíntico.

ACETOORTOTOLNINIDA.—Producto que se presenta cristalizado en agujas incoloras, apenas solubles en el agua fría y mucho en el alcohol y el éter.

Es analgésico y antiséptico.

APALAGINA.—Nueva sal de mercurio y nosofeno. Aunque aún no estudiada, se la considera desinfectante y acaso buen succedáneo, de algunas sales hidrargíricas.

AVENOL.—Es una solución etérea de mentol, de timol y de alcanfor, con la que se impregna algodón en rama para introducirlo en forma de torundas en la nariz ó en pastillas que se usan para la carga de inhaladores especiales.

CARBOLISOFORMO.—El propuesto por el Dr. Lessner contiene 66½ por ciento de lisoformo y 33½ por ciento de fenol en bruto. —Tiene color igual al corriente del *lisoformo*, y también el olor es poco diferente de éste. La solución al 3 por ciento, ó 5 por ciento, comunmente usada, tiene un aspecto saponáceo y un olor aromático no desagradable, apenas; después de expuesto mucho tiempo al aire toma un olor de fenol. Los experimentos hechos por el autor han demostrado que *carbolisoformo* es uno de los buenos desinfectantes.

CHIROL.—Líquido claro constituido por la solución de varias resinas y aceites grasos en una mezcla de alcohol y éter. Se recomienda para la esterilización de las manos y campo operatorio.

CRIPTOGENINA.—*Metabenzamido semicarbacido*, polvo blanco cristalino, por soluble en el agua, obtenido por Mr. Lumiere y propagado por M. Dumarest como un buen antitérmico.

En el estado fisiológico produce un gramo un descenso de temperatura de una décima, durante cinco ó seis horas, de dos décimas.

En los estados febriles la defervencia es rápida á la dosis de 0.60 á 1.20 gramos, llegando el descenso á uno y hasta dos grados. M. Dumarest afirma que ha obtenido, en algunos enfermos, el mismo efecto con dosis de 0.40 á uno de 0.20 gramos, continuando varios días.

En cuanto á su mucha tolerancia por los enfermos, baste decir que en todas las observaciones no ha ocurrido accidente alguno, ni siquiera modificación en las orinas. No es hipnótico, ni analgésico, ni diaforético.

M. Dumarest considera este nuevo medicamento un excelente antitérmico, y singularmente en los procesos tuberculosos, en los que lo juzga superior á los actuales antitérmicos. Lo prescribe en sellos de 0.20 á 0.60 gramos, sin exceder de 1.20 gramos, decreciendo la dosis al terminar el tratamiento.

CUMOL (Pseudocumol).—Líquido aceitoso, extraído de la brea de hulla; hierve entre 168 y 178°. Este producto ha adquirido importancia en la práctica quirúrgica, desde el descubrimiento de Kronig, que ha demostrado que el catgut se desembarazaba de todos sus gérmenes, cuando se le dejaba después de haberlo calentado lentamente á 70° C., durante dos horas en cumol de 160° C. Introducidos en la bencina de petróleo, los hilos de catgut eliminan el cumol y pueden entonces ser directamente empleados.

Kronig recomienda el catgut esterilizado industrialmente por medio del cumol. Se coloca dicho catgut encerrado en cajas, en las cuales se conserva esterilizado de una manera persistente. Cada caja contiene colocados uno sobre el otro, tres paquetillos de cat-

gut, envueltos en papel de seda: se saca, por medio de una pinza esterilizada el paquetito superior, y sin esterilizarle nuevamente, se le dispone en la aguja, y se le emplea así directamente. Se cierra de nuevo la caja, y los dos hilos restantes pueden ser empleados más tarde, sean cuando fuere, pues continúan esterilizados.

DIMAL.—*Salicilato de didimo*, polvo blanco, inodoro. Se aplica en pomadas con la lanolina al 10 por ciento, en las quemaduras, úlceras de las piernas, hiperdermis é intérrigo, gangrena, excema agudo é impétigo.

ELOSINA.—Materia resinoide extraída de la raíz de *Camarium luteum* de la familia de las Camataceas, llamadas así por M. Lewis Ongle. Su acción es tónica, diurética, vermífuga y emenagoga. Los indios usan esta raíz para prevenir los abortos.

Según Tildeu, la raíz, además de la resina y la goma, contiene una substancia especial que, aislada, se presenta en forma de polvo blanco amarillento, amorfo, amarguísimo, soluble en el agua y en el alcohol. Por acción de los ácidos diluidos se separa en glucosa y en una resina insoluble, la *camadirefina*.

ERGOTINA FROMME.—Según Witthauer, esta nueva preparación de ergotina es de actividad constante y uniforme, no produce acción irritante en los sitios donde se hace la inyección. Una parte de *ergotina Fromme* corresponde exactamente á cinco partes de cornezuelo de centeno. La dosis máxima al inferior es de 0.4 gramos por dosis, 1.5 gramos por día; la dosis simple media es de 7 gotas que se hacen tomar, dos ó tres veces por día, en el agua; para inyecciones subcutáneas, se emplea 0.1 á 0.4 gramos de esta ergotina, sea pura, sea mezclada con agua hervida.

FORMAN: Eter de menilo y de metilemonoclorado; bajo la acción del agua caliente ó del aire húmedo, se desdobra en mentol, formaldehído y ácido clorhídrico.

El comercio lo suministra impregnado en algodón en rama en un 30 por ciento, para introducirlo en la nariz, ó en pequeños troncos ó partillas que se volatilizan en un enhalador que se vende con ellas.

HETOL-CAFEINA.—Polvo amorfo, blanco, inodoro, de rapidez amarga, y reacción alcalina; se disuelve en dos partes de agua y en cincuenta de alcohol.

Según G. Griggi, se efectúa la combinación de la cafeína con el cinamato sódico ó el *hetol*, calentando al baño-maria 10.5 partes de cafeína, 8.5 de *hetol* y 40 de agua; se evapora á sequedad, se pulveriza el residuo y se le seca á 60 ó 70.

MARSILO.—Otro nombre del cacodilato de hierro.

MENTOFORMO.—Líquido que resulta de la mezcla, á partes iguales, de *forman* y de aceite de vasalina.

Tiene las mismas aplicaciones que el *forman*.

RESALDO.—Es el clorometileno-salicílico, ó sea su combinación en determinadas proporciones de saloformo y resorcina.

MESOTANO.—*Eter metiloximético del ácido salicílico*; líquido amarillo, inodoro, recomendado para reemplazar el salicilato de metilo, de olor desagradable para muchos enfermos, es soluble en los aceites fijos. Una cucharada de café basta para una embrocación después de la que el enfermo, sufre un ligero escozor de la piel, seguido inmediatamente de efectos anestésicos.

Este nuevo medicamento no determina ningún accidente de intoxicación, y podrá prestar algunos servicios en el tratamiento de las afecciones reumáticas.

Poco tiempo después de sus aplicaciones tópicas, se comprueba la presencia del ácido salicílico en la orina de los enfermos.

ORESOL.—El doctor Knapp, de Basilea, autor y productor del nuevo preparado, lo anuncia á base de guayacol, fácilmente soluble, grato al paladar y además se descompone en el intestino, dejando en libertad al guayacol, que no provoca molestia alguna siendo bien tolerado.

Lo recomienda para las afecciones catarrales y tuberculosas pulmonares.

Notas sobre Remedios y Fórmulas

ANOREXIA.

Tanato de orexina..... 5 gramos
 Hierro reducido por el H..... 2 »
 Polvos de altea y extracto de genciana.... c. s.
 H. s. a. 60 píldoras.

Dosis.—En los adultos, de una á tres después de comer. La orexina tánica ó tanato de orexina es muy útil contra la anorexia de los neurasténicos, de los niños y de los cloroanémicos. No produce esta fórmula intolerancia gástrica y se ha utilizado también con éxito por Steiner contra los vómitos que acompañan á la tos ferina.

CONGESTIÓN PASIVA DEL HÍGADO.

Extracto acuoso de cornezuelo de centeno. 4 gramos
 Polvo de escila..... 3 »
 Calomelanos..... 2 »
 Polvo de hojas de digital..... 1 »
 M. y H. 40 píldoras.

Dosis.—Tres al día durante un mes.

PARA LA EPIDIMITIS.—Chevillot (*Médecine orientale*) recomienda fricciones en el escroto tres veces al día con el ungüento siguiente:

R Salicilato de metilo..... 10 gramos
 Extracto de belladona..... 3 »
 Manteca..... 30 »
 M. y H. ung.

Después de la fricción, el escroto debe envolverse en algodón y sujetarse con un buen suspensorio. Transcurridas algunas horas los dolores cesan y á los dos ó tres días los pacientes pueden atender sus ocupaciones, efectuándose la cura completa en un período de ocho á doce días.

PALUDISMO.

Eosolato de quinina..... } aa gramos
 Hierro reducido..... }
 Sulfato de estricnina..... } aa 10 centigramos
 Acido arsenioso..... }
 M. y H. s. a. 50 píldoras iguales.

Dosis.—Dos cada ocho horas los adultos y una los jóvenes.

APLICACIÓN LOCAL EN EL TRATAMIENTO DE LA NEURALGIA.

R Tintura de acónito..... 3½ gramos
 Tintura de belladona..... 3½ »
 Tintura de opio..... 7 »
 Espíritu de cloroformo..... 30 »
 Espíritu de alcanfor..... c. s. para 120 »

M.

GARGARISMO CONTRA EL MAL OLOR DEL ALIENTO.

R Solución de clorinato de sodio..... 3½ gramos
 Agua de menta piperita..... 180 »

M. y hag. gargarismo.

ELIXIR DE GREEN PARA EL ASMA.

Cocimiento de polígala..... 100 gramos
 Tintura de lobelia..... } aa 25 »
 » de opio alcanforado..... }
 Ioduro de potasio..... 8 »

M.—Una cucharada grande dos veces al día.

La *Gazette hebdomadaire de Médecine et de Chirurgie* correspondiente á marzo, inserta la siguiente fórmula que atribuye á Butte:

R Tintura de iodo..... 3 gramos
 Espíritu de trementina..... 6 »
 Aceite de castor..... 4 »
 Alcohol..... 42 »
 Colodión..... c. s. para 150 »

M. — Pintese la superficie que haya de denudarse por espacio de dos ó tres días, transcurridos los cuales se caerá todo el cabello con la costra de colodión que se ha formado.

DISPEPSIA DE ORIGEN HEPÁTICO.

Tintura de ipecacuana..... }
 » de boldo..... } aa 5 gramos
 » de genciana..... }
 » de nuez vómica..... }

M.

Dosis.—De 15 á 20 gotas después de cada comida en una taza de infusión de manzanilla.

1. Emulsión de soldanella.

R Resina de soldanella..... 80 centigramos
 Azúcar..... 3 gramos
 Goma arábiga en polvo..... 6 »
 Agua de azahar..... 2 »
 Jarabe de membrillo..... 15 »
 Agua..... c. s. para 90 »

M. y emulsiónese. Para tomar en una dosis.

2. Tintura compuesta de soldanella.

R Jugo inspizado de convolvulus sepium... 39 gramos
 Raíz de soldanella..... 59 »
 Raíz de brionia..... 19 »
 Alcohol..... 255 »

Macérese durante ocho días, exprímase y fíltrese. La dosis es de dos á tres dracmas.

3. Píldoras hidragogas.

R Polvos de digital..... 1 gramo.
 Jugo inspizado..... 1 »
 Polvos de brionia..... 64 centigramos

M. y hag. 20 píldoras. Pueden tomarse cuatro durante las veinticuatro horas.

Las resinas del convolvulus order, de la escamonea, la jalapa, el convolvulus sepium, la soldanella, el convolvulus arvensis, etc., si se emulsionan con goma arábiga en lugar de yema de huevo, producen sus efectos purgantes sin dar lugar á cólicos.

AFTAS.

Alumbre cristalizado..... } aa 4 gramos
 Tintura de catecú..... }
 Miel rosada..... 30 »

M. para toques. — De *Los Nuevos Remedios*.

Notas Prácticas y Fórmulas

EL ALCANFOR PARA PIOJOS DE LAS AVES

El alcanfor es un remedio infalible para matar los piojos de las gallinas. Poniendo una bola alcanforada ó un cubo de alcanfor en el nido antes de poner los huevos, mantendrá la gallina que empolla y los polluelos libres de insectos, é impedirá igualmente que les salgan escamas en las piernas.

Equipo para los Médicos de estos Tiempos.

En otra parte de este periódico se hallará el anuncio de The Physician's Standard Supply Co., domiciliada en el Temple Building, de Filadelfia, Penn. Esta compañía es muy conocida en los Estados Unidos por sus pulverizadores, vaporizadores, rociadores, bombas de aire, receptores de aire, flúidos rociadores, compresores hidráulicos de aire y varios artículos y aparatos que contribuyen á formar el equipo científico del médico americano.



Por muchos conceptos The Physician's Standard Supply Co., ha sido la primera en el campo en que se desenvuelve, particularmente en cuanto concierne al aparato rociador que por primera vez dió á conocer á la facultad médica de este país por el intermedio del Sr. Ernest J. Stevens, miembro de la misma compañía por más de diez años. El *Stevens' Universal*, el *Century No. 5* y los *Standard Nebulizers* son nombres familiares á los médicos de este país al

igual que de Inglaterra, Canadá y otros países extranjeros. Estos aparatos irrigadores pueden hacerse funcionar con bomba de mano, fuerza del pie ó con condensador de aire. Son sumamente convenientes para el tratamiento doméstico como también de la oficina, por cuanto toda clase de bombas pueden aplicarse eficazmente en las afecciones de la nariz, garganta, oído, tubos bronquiales, pulmones, etc., en la casa, conforme con las instrucciones del médico. No son aparatos complicados, no se descomponen y pueden manejarlos hasta los niños.

Se proporcionará materia impresa descriptiva, é informes de precios, de la concesión de agencias, etc., en español, dirigiéndose al efecto á la compañía, en Filadelfia.

Una Lámpara Excelente

La Lámpara «Angle», de la que damos una ilustración, goza de reputación universal, habiendo sido conocida en el mercado por diez años y dando siempre satisfacción á los compradores. El aumento extraordinario en la venta de estas lámparas es tanto más notable, cuanto más se estudia el hecho de que han tenido que luchar con la concurrencia del gas y la electricidad. Esta lámpara emite una hermosa luz con poco calor, y se afirma de que no existe el menor peligro de que haga explosión. No tan sólo es una buena luz para las farmacias, pero cada farmacéutico que se sirve de estas lámparas podría venderlas basándose en los excelentes resultados obtenidos en su establecimiento. Pueden conseguirse pormenores completos dirigiéndose á la Angle Lamp Company, 76 Park Place, Nueva York, en demanda de su Catálogo No. 75.



TERMOMETROS CLINICOS, JERINGAS HIPODERMICAS, ETC.

Los artículos á que se refiere el epígrafe han sido por muchos años exportados de Alemania á las varias Colonias y á la América Meridional, por la sencilla razón de ser aquel país el mercado de los efectos baratos; pero de algún tiempo á esta parte la profesión médica se ha convencido de que no es el artículo barato sino el de mejor calidad que hace falta cuando de él depende una cuestión de vida ó muerte. Tan luego como este hecho ha quedado establecido los fabricantes americanos proyectaron la maquinaria apropiada para producir los instrumentos más perfectos que puedan hacerse. Verdad es que la mano de obra en los Estados Unidos es más cara que en Alemania, y por consecuencia no se puede vender aquí tan barato como allí, pero la calidad de los termómetros clínicos y de las jeringas hipodérmicas de factura norteamericana es tan superior á los efectos de allende el océano, que por esta causa la exportación de instrumentos aumenta todos los años. Con todo, tenemos aquí establecimientos pequeños que por falta de recursos no pueden rendir artefactos como los de las primeras casas, entre ellas la R. Hoen Co., del No. 80-82 Chambers St., en Nueva York que pone los efectos bajo su marca de fábrica registrada «Cruz Roja.» Cuando se vea un Termómetro Clínico con una Cruz Roja á la espalda, significa esto que es un artículo de primera, y esto mismo concierne las Jeringas Hipodérmicas, pues la «Cruz Roja» indica que han sido hechas por la R. Hoehn Co.

Como el espacio de que podemos disponer no nos permite entrar en pormenores acerca de cada uno de los artículos de fabricación americana, aconsejamos á nuestros lectores interesados que escriban á The R. Hoehn Co., de 80-82 Chambers St., Nueva York, en demanda de su catálogo en español.

TERMÓMETROS CLÍNICOS.—Hemos de llamar especialmente la atención de nuestros lectores al anuncio de Henry Weinhagen del 22 North William St., Nueva York, que aparece en la sección correspondiente de este periódico. Este muy conocido fabricante de Termómetros Clínicos ha sido objeto de merecidos elogios por la exactitud de su obra. El gobierno de los Estados Unidos ha comprado sus termómetros en cantidades considerables, y también ha recibido buenos pedidos de Inglaterra y otros países europeos. Es característico del esmero y atención que presta á su ramo el hecho de que no sale instrumento de su afamado establecimiento cuya exactitud no haya sido comprobada antes por el mismo fabricante.

CATÁLOGO EN ESPAÑOL DE TERMÓMETROS CLÍNICOS.—La muy conocida y acreditada casa Becton, Dickinson & Co., de Nueva York, cuyo anuncio de termómetros clínicos, jeringas hipodérmicas, etc., es tan familiar á los lectores del *AMERICAN DRUGGIST*, anuncia que acaba de dar á la estampa un hermoso y completo catálogo ilustrado en español de más de 32 páginas, en el que figuran reproducidos los varios efectos que fabrica. Se envía un ejemplar gratis de este catálogo á los lectores de esta publicación que necesiten esa clase de efectos y quieran servirse de los fabricantes Becton, Dickinson & Co. del No. 45 Vesey St., Nueva York, U. S. A.

La Whitall-Tatum Company, fabricantes de vidriería para farmacéuticos, químicos y perfumistas, al igual que artículos varios para droguistas, ha publicado su lista de precios anual para 1903, que distribuye como de costumbre á sus parroquianos. Si alguno hubiese dejado de recibirla podrá dirigirse á la casa á cualquiera de las siguientes señas: Nueva York, 46-48 Barclay St.; Philadelphia, 410-416 Race St.; Boston, 41-43 Broad St.; Chicago 196 East Randolph St.; San Francisco, 45 Stevenson St.

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To facilitate better business relations between Cuba and the United States I have just opened the only commission house on the Island devoted especially to the introduction of American products in the pharmaceutical, chemical and allied industries and am prepared to work earnestly in the interest of any American manufacturer willing to honor me with his representation and will furnish the proper encouragement to find a market for his goods.

For twenty years I have been engaged in the profession of pharmacy in Cuba and have an intimate acquaintance with the trade all over this Island. I can furnish satisfactory references and bank guarantee regarding my personal and commercial standing. I especially wish to receive merchandise in the above lines on a consignment basis, together with suitable printed matter for distribution by myself and at my own expense in whatever channel it would seem advisable to operate. Address,

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I wish to represent one or two first class American firms manufacturing druggists' sundries and various supplies needed in the drug and chemical lines. Will arrange either on a commission or consignment basis. This is the gateway to the Orient, an important commercial center. I am thoroughly acquainted with the local trade and have salesmen regularly calling upon druggists and physicians introducing new lines and I can offer every assurance as to the advantage of firms entrusting their business to me. Very best American references furnished as to financial and personal standing.

HUGO J. M. ELLIS,

American Manufacturers' Agent,

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General Eastern Agent for
ARMOUR PACKING CO.,
Kansas City, U. S. A.

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Agency and representation of American houses on a commission basis, are wanted in all lines connected with the drug, pharmaceutical and chemical industries. We are thoroughly established, have been in business here for years and refer to any bank or commercial house in New York, doing business in Colombia, as to our financial and commercial standing. We import for and distribute to the entire trade of this Republic and are in a position to push the interests of any suitable house.

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References—BANK OF AUSTRALASIA, London and Melbourne; W. A. SPARROW & CO. 14 St. Mary Axe, London, E. C.; F. P. SHUMWAY, 378 Washington Street, Boston, Mass., U. S. A.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 9 DE MARZO DE 1903

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Por más que reconocemos que la farmacia en sus aspectos científicos ha alcanzado un alto desarrollo en las repúblicas de la América Meridional, abrigamos la opinión que nuestros compañeros de profesión en aquellos países podrían adquirir ideas provechosas relacionadas con la farmacia así como se conduce en los Estados Unidos con sólo leer detenidamente las columnas del AMERICAN DRUGGIST.

Deseamos proporcionar á nuestros lectores de los países hispano-americanos informes que puedan utilizar en las ocupaciones á que se dedican; aquellos que reciban este número del AMERICAN DRUGGIST deberían escribirnos expresando qué clase de informes desearían ver en las columnas de nuestro periódico y sus juicios respecto del mismo, dirigiéndose al efecto al director del AMERICAN DRUGGIST, 66 West Broadway, Nueva York, E. U. de A.

No obstante la diferencia en el lenguaje y en las costumbres, hay mucho de común entre nuestro pueblo y el sudamericano. Sus intereses comerciales en particular se llevan á cabo en idénticas condiciones que los nuestros, y á cultivarse mayores relaciones su comercio habría de ensancharse mucho más de lo cual resultarían mayores beneficios. El AMERICAN DRUGGIST está empeñado en la honrosa labor de establecer relaciones más íntimas entre las tres Américas, y sólo desea tener ocasión de suministrar á sus lectores inteli-

gencias é informes de carácter comercial, sin remuneración alguna.

El AMERICAN DRUGGIST Y PHARMACEUTICAL RECORD se publica dos veces al mes, y es reconocido como autoridad en aquellas materias relativas al mercado de drogas de los Estados Unidos. Aquellos de nuestros lectores que desearan comprar ó vender hallarán en las varias secciones de este periódico fuente segura de información que podrá ahorrarles muchos pesos al correr del año. Debería leerse con regularidad y consultar la lista de precios que publica. Nueva York es el mercado de drogas más importante del hemisferio occidental, y el comercio en este ramo debería estar siempre en contacto con él. Teniendo nosotros facilidades para entendernos en el idioma español, suministraremos los datos é informes que se nos pidan en esa habla.

— El edificio de los farmacéuticos Hegeman & Co., del que damos en la sección inglesa de este número un grabado y descripción, tiene una fachada de 50 pies de ancho y 160 pies de fondo. Está situado en uno de los puntos de más negocios en Broadway, esta gran arteria de Nueva York. En el establecimiento se emplean 12 dependientes que no hacen otra cosa que poner recetas, y con el resto del personal suman 97 empleados entre vendedores del mostrador, los que despachan las bebidas gaseosas, cajeros, etc. Es probable que no haya otra botica al por menor en este continente en que encuentren ocupación tanta gente. Durante el verano se expenden diariamente unos 7,000 vasos de gaseosas aromadas, y las ventas para el invierno no bajan de 3,000 vasos diarios. Las recetas puestas diariamente agregan por término medio 375, omitiendo los domingos, en que permanece cerrado el establecimiento.

LOS ESTADOS UNIDOS Y LA DOCTRINA MONROE

Aunque no parece ser de nuestra incumbencia discutir en las páginas de este periódico consagrado al fomento del comercio asuntos de carácter político, las circunstancias en que se ha hallado envuelta recientemente Venezuela y la solución dada al conflicto, nos inducen á hacer algunos comentarios. No discutiremos la cuestión abstracta del derecho envuelto en las reclamaciones de Gran Bretaña, Alemania é Italia, ni de la aplicación del «bloqueo pacífico,» como se ha dado en

llamar al acto belicoso de aquellas tres potencias, sólo comentaremos la influencia que tal actitud ha podido tener en las relaciones comerciales de todos los interesados incluido los Estados Unidos. Una vez antes de ahora nuestro gobierno tuvo ocasión de intervenir en el proceder adoptado por Inglaterra en una cuestión territorial de la misma Venezuela, valiéndole muchas alabanzas de las repúblicas hispano-americanas; verdad es que desde entonces por la parte que ha tomado el gobierno en el "asunto del asfalto," se ha enagenado simpatías; pero al mismo tiempo hay que convenir, si es cierto lo que se anuncia, que los venezolanos están ahora muy indignados en contra de los europeos en general, al paso que de su parte como también de otros pueblos del continente del Sur los Estados Unidos ha recibido pruebas de agradecimiento.

No obstante lo dicho, parece que en algunas repúblicas existía cierta hostilidad á la «doctrina monrroica», pero confiamos que con motivo de nuestros buenos oficios en el asunto de Venezuela, esa hostilidad habrá desaparecido, puesto que si los sudamericanos se toman la molestia de considerar lo que la Doctrina en cuestión significa en su alcance político, y la aplicación que ha tenido en la historia diplomática de los Estados Unidos, comprenderán que no tienen nada que perder y mucho que ganar adhiriéndose resueltamente á esta Doctrina, que les ofrece protección contra agresiones territoriales de parte de los gobiernos europeos, sin que tengan que contraer obligaciones, pues de su gratitud se engendrarán relaciones más íntimas con los Estados Unidos, que es precisamente lo que puede beneficiar á todos.

No pasamos por alto el hecho de que la Doctrina de Monroe era al principio un medio de defensa para los Estados Unidos, dada la actitud de ciertas potencias europeas en la época en que tomó cuerpo, pero no hay motivo porqué las repúblicas sudamericanas que se aprovechan ó benefician de este que podríamos llamar ilustrado egoísmo, no hayan de demostrar su aprecio cultivando relaciones más estrechas con el pueblo norteamericano, que tanto produce y que se utilizaría sin duda en la América Meridional si mediasen mejores inteligencias con nuestro país.

FORMULAS FAVORITAS

Bajo este encabezamiento, nuestros lectores hallarán en la sección inglesa de este periódico un número de aquellas de un valor práctico, y que son las primeras de una serie que continuará en los números sucesivos. No se traducen al español porque es de presumir que sean comprensibles para casi todos nuestros lectores españoles de la profesión, y sólo les llamamos la atención para que se fijen en esa sección del AMERICAN DRUGGIST.

LA PESTE BUBONICA

SU NATURALEZA, ETIOLOGÍA, SÍNTOMAS, DIAGNOSIS, PROFILAXIS Y TRATAMIENTO

La peste bubónica puede definirse como una enfermedad virulenta, infecciosa causada por organismos específicos y caracterizada por la formación de uno ó más bubones, ó por el desarrollo de una forma violenta de pneumonía primaria confluyente. La forma simple de esta plaga se distingue fácilmente por la aparición de un bubón, bien en la región femoral, inginal, axilar, cervical ó tonsilar. La variedad pneumónica no va acompañada de la aparición de bubón alguno, sino que asume la forma septicémica de la que son centros principales los pulmones, el mesenterio, el canal gastrointestinal y el cerebro.

SÍNTOMAS

La peste bubónica se inicia por un escalofrío súbito seguido de un rápido ascenso de la temperatura á 101° y hasta 105° Fr. El paciente se bambolea cual el hombre ebrio de los efectos del vértigo, y es acometido de dolor de cabeza y laxitud extremada. El agotamiento repentino que se manifiesta muy acentuadamente es característico de la enfermedad. La respiración y el pulso preséntanse atropellados, las conjuntivas están congestionadas y obsérvanse con frecuencia queratitis, iritis ó panofalmitis. Hínchase la lengua y enseña la impresión de los dientes; está además cubierta con una capa blanquizca característica, parecida á la madreperla. En la forma bubónica aparece un bubón á las primeras horas del acceso, que es muy sensible al tacto, estando bastante desarrollado al principiar el segundo día. Las tejidos adyacentes se ponen tumefactos y edematosos. Al segundo día el bubón es del tamaño de un huevo de paloma, el pulso aumenta con rapidez hasta alcanzar 140°; sobreviene agitación y delirio, acompañados frecuentemente de cierta perturbación en el hablar. Al tercer día suele supurar el bubón, y alguna que otra vez se vuelve gangrenoso. Alguna vez se presentan carbuncos en varias partes del cuerpo, y también se observan á menudo petequias purpúreas, como también hemorragia de las membranas mucosas de los pulmones, nariz, etc. En la mayoría de casos fatales sobreviene la muerte al cuarto día, ya por efecto de colapso ó de parálisis tóxica del corazón y los pulmones. Cuando se salva el período agudo, que se prolonga á cuatro ó cinco días, existen probabilidades de reponerse el enfermo, aunque no es raro que al quinto día sobrevenga alguna fuerte depresión y aquél sucumbe al siguiente. Mucho depende de la acción del corazón. A veces la epidemia ataca á los niños, pero regularmente es de un carácter flojo y suele ocurrir en los primeros tiempos de aparecer la epidemia.

En la variedad pneumónica de esta plaga la inflamación pulmonal se asemeja mucho á los primeros períodos de la influenza. Toma la forma de una pneumonía lobar confluyente sin aparecer muy implicado el sistema linfático. Esta variedad de la enfermedad trae también con un frío seguido de dolor agudo en el costado, y de tos acompañada de expectoración espumosa. En esta forma de la enfermedad puede ocurrir la muerte dentro de veinte y cuatro horas.

DIAGNOSIS

El quebranto repentino y debilidad que se manifiesta al principio de la enfermedad, la lengua cub

ta como de madreperla, la aparición de un bubón, ó bien de la forma pneumónica, el esputo mohoso y la presencia del bacilo característico en aquél y en la sangre, son los extremos más importantes del diagnóstico. Desgraciadamente no es fácil reconocer los bacilos por ser tan vario su modo de desarrollarse.

CAUSALIDAD DE LA ENFERMEDAD

Hay en Asia tres focos de peste endémica, la Mesopotamia, el Thibet y Assir. Pequeños animales como monos, ardillas, ratas, etc., mueren en número considerable durante la epidemia de la peste, que es particularmente fatal á las ratas; pero parece que no existe de necesidad ninguna relación entre su aparición entre los animales y su propagación entre los hombres. La infección puede propagarse hasta cierto punto por los animales y también los insectos domésticos, tales como las moscas y pulgas; pero sostiénese que las condiciones antihigiénicas de una localidad acompañadas de prolongada seca, son suficientes para despertar la actividad latente de los gérmenes doquiera existan, ayudando á su diseminación la seca, á que sigue la voladura de polvo por los espacios. Las personas que permanecen de puertas adentro están más expuestas á sufrir que aquellas bañadas por los rayos solares. Los chinos que viven en lanchas raras veces son acometidos por la plaga, tampoco aquellos que habitan los altos de edificios. La infección puede igualmente transmitirse por la ropa, colchones, alfombras, colgaduras, etc., y se sospecha que ciertas substancias alimenticias y granos llevan á veces la enfermedad. Las enfermeras y otros que asisten á los enfermos, raras veces son atacados si observan habitualmente reglas de limpieza. Aun los mismos encargados de la desinfección de los focos raras veces cogen la epidemia si van aseados.

TRATAMIENTO

No se conoce hasta aquí ningún tratamiento rutinario que haya dado uniformemente resultados favorables. La mortalidad es excesiva, alcanzando de 80 á 90 por ciento de los atacados, con la particularidad de que un plan de tratamiento que en un caso puede haber dado buenos resultados, no es aplicable á todos los atacados. En Bombay se acostumbra administrar de cinco á diez granos de calomelanos seguidos de una bebida salina á las cinco horas. Al paciente se le dará desde el principio alimento concentrado de fácil asimilación, empezando á las venticuatro ó cuarenta y ocho horas, como son caldos de carne, leche y alimentos predigeridos, los que se administrarán en abundancia. La sed anormal se apaga con hielo y limón y agua helada; además se dan al paciente estimulantes alcohólicos como coñac, cerveza helada, etc.

El delirio se vence con aplicaciones frías á la cabeza. La hioscina en dosis de $\frac{1}{100}$ de grano es un hipnótico de los más eficaces y seguros. Igualmente puede administrarse la morfina en dosis de $\frac{1}{4}$ á $\frac{1}{2}$ de grano para dominar el dolor subcutáneamente en combinación con la atropina. Para la diarrea se acude al salol en dosis de 10 granos. La fiebre se trata con baños de esponja de agua tibia, aplicaciones de hielo á la cabeza y al occiput. Sales olorosas y amoniaco fuerte se aplican con frecuencia á la nariz para resucitar á aquellos pacientes que parecen estar moribundos, y en estos casos el carbonato de amoniaco es muy útil como estimulante. La digitalis y el estrofantó no dan satisfacción, aunque el sulfato de esticnina puede administrarse hipodérmicamente como tónico para el corazón.

Al formarse los bubones se abrirán cuando por su apariencia está indicado este procedimiento.

TERAPÉUTICA DE SUERO

Existe discrepancia de opiniones sobre la eficacia del suero de Yersin como agente curativo para esta enfermedad, lo cual puede atribuirse al hecho de que el suero retiene su actividad por solamente un corto tiempo, de lo cual podría inferirse que los resultados desfavorables que se han observado de su uso en algunos casos, quizás fuesen debidos á que el remedio había dejado de ser activo.

PROFILAXIS

La medida más importante para la prevención de la enfermedad es de carácter sanitario. Todo lugar vecino al foco epidémico deberá limpiarse y desinfectarse, se aislarán los enfermos y fumigarán sus ropas y efectos. El mejor desinfectante es el vapor, aunque el vapor acuoso del formaldehído ha demostrado ser muy eficaz. También da excelentes resultados una disolución de cloruro de mercurio en la proporción de una parte por mil, pero la presencia de materia albuminosa atenúa su eficacia.

SUERO PROFILÁTICO DE HAFFKINE

La inyección de 3 c. c. de este suero parece haber salvado la vida de un número considerable de enfermos. La inoculación obra á las pocas horas, pero no ataja los síntomas que ya se han iniciado ó que se manifiestan al poco tiempo después de la inoculación. Decrece y reduce la propensión á los ataques un 75 por ciento, es mejor defensa contra la muerte que contra la contracción de la enfermedad.

ESPONJAS

LUGARES EN QUE VIVEN.—MODO DE PESCARLAS.
PARA QUE SE EEMPLEAN

Por ALBERT HART

La esponja pertenece al reino animal; se coje en muchos mares, pero las que son objeto de mayor comercio proceden de las costas de la Florida y del Mar de las Antillas; las mejores clases vienen del Mediterráneo, constituyendo éstas una variedad inmensa.

La esponja en su estado natural es un objeto muy distinto del que estamos acostumbrados á ver en el comercio; se asemeja á la medusa en apariencia, estando cubierta en toda su superficie por una película, usualmente de un color obscuro, y perforada de manera que los orificios corresponden con las aberturas de los canales de la esponja, llamados vulgarmente «agujeros de la esponja.» La esponja del comercio es en realidad el esqueleto del primitivo ser y varía según la clase de esponja; en las del comercio consiste en fibras apuntadas ó corneas entrelazadas, entre las cuales se hallan espículas silíceas en mayor ó menor número. Las fibras están formadas de un tejido de fibrillas, cuya suavidad y elasticidad determina la calidad comercial y valor de la esponja. La armadura de proyecciones sin cuento, está perforada externalmente por poros diminutos y por orificios grandes que forman parte de un doble sistema de canales, externo é interno, ó sea centrípeto y centrífugo. Los canales

arrancan de los pequeños orificios del exterior y conducen á espacios amplios; por ellos pasan constantemente corrientes de agua esenciales á la existencia de la esponja, y tienen salida por los grandes orificios.

La parte activa de la esponja que está relacionada con su nutrición y crecimiento, es una masa blanda, carnuda que llena las mallas y reviste los canales. Consiste principalmente en células que desempeñan funciones varias; unas están destinadas á la formación de la armadura, otras á la digestión de los alimentos y otras, en fin, á la reproducción. Cubriendo los espacios dilatados á que conducen los canales, hay células que llevan un aparato superpuesto parecido á una serie de batanes, cuyo movimiento produce y mantiene las corrientes de agua que arrastran en pos productos alimenticios diminutos los cuales se depositan en las células digestivas y en las cavidades.

Las esponjas se multiplican por la unión de un producto sexual. Ciertas células de naturaleza carnosa poseen la naturaleza del óvulo y otras la de espermatozoo. La fecundación se verifica dentro de la esponja. Los huevos fertilizados, llamados larva, pasan á las corrientes de agua, y en el espacio de 24 á 48 horas se han adherido á rocas y á otras substancias duras, desde cuyo asiento se desarrollan en esponjas. La profundidad del agua en donde crece la esponja varía de 10 á 50 piés en la Florida, siendo mayor en el Mediterráneo. Las clases más finas de esponjas se hallan á la mayor profundidad y á una temperatura de 50 á 57°.

Los procedimientos puestos en práctica para coger las esponjas en el Mediterráneo consisten en ciertos aparatos manejados por buzos. Mas como causan mucho destrozo, el Gobierno turco en las aguas de cuyo país se pescan tantas esponjas, prohibió la práctica; pero sin resultado, por no hallar el apoyo necesario en él de Grecia. De aquí que se destruyeran muchos viveros, que necesitan unos tres años para desarrollarse convenientemente, y el valor del producto ha encarecido muchísimo. Un buzo permanece de ordinario de medio á un minuto debajo del agua, pero cuando trabaja con un aparato puede estar sumergido mucho más tiempo, por más que su trabajo, es muy duro por la fuerte presión del agua. Empieza á acostumbrarse á esta faena desde muy joven, pero raras veces vive más allá de 30 años. En las costas de la Florida y de las Antillas se verifica la pesca en lanchas de fondo chato. Para hallar las esponjas los pescadores emplean una especie de cubo con fondo de vidrio claro que bajan al fondo del agua y miran á través de él, luego con un asta de 30 piés armada de un doble gancho de puntas muy aguzadas, desprenden la esponja de su asiento y la suben á la superficie. Cuando tienen llena la lancha dirígense á la orilla donde descargan las esponjas en kraals para que entren en descomposición, al mismo tiempo que las lava constantemente el agua del mar. Cuando han perdido el mal olor y están limpias, se llevan al mercado y pasan á manos de los tratantes que las surten y embalan según calidad y tamaño.

Hay variedad infinita de esponjas comerciales, tomando diferentes nombres según sea su color y suavidad al tacto. Los nombres de las esponjas de este continente son diferentes de los usados en Europa. La esponja empleada para los baños turcos es tan conocida como la que emplean los cirujanos. Los nombres ingleses para las esponjas procedentes de la Florida y Bahamas son: Rock Islands, Key, Matacomby, Nassau, y Abaco es el nombre dado á algunas

de Cuba. Las Rock Islands son muy valiosas y de fibra fuerte; tienen una forma muy aceptable y se emplean para el lavado de carruajes y obra recia. De esta clase también se usan para el baño blanqueándose con permanganato de potasa, ácidos muriático y oxálico, después de lo cual se lavan en un baño de sal sódica ó agua de cal, por cuyo medio se neutraliza el ácido y se cambia el color amarillo ó limón. Pero este método afloja mucho la fibra de la esponja y le merma su duración. Hay un método mejor aunque no agradable á la vista, y consiste en lavar la esponja en su estado natural en una solución floja de aceite de vitriolo, sea una parte de ácido por 20 de agua, permitiéndola permanecer en ella hasta que desaparezca el color obscuro, y luego se la lava en agua. Este procedimiento no daña á la esponja y la hace aparecer más limpia.

La lanosa Key es de buena forma, blanda, fibra tupida, pero le falta fuerza á causa del hierro que contiene la esponja, el cual se revela por un color rojo brillante del pié y que se extiende á todo el cuerpo. Se blanquea y tiene una apariencia bonita, pero se gasta con motivo de los ácidos empleados para extraerle el hierro. La abaco lanosa aseméjase algo á la Rock Island, aunque le falta su fuerza. La lanosa de Cuba se parece á la variedad de la de Key, pero es de un color más claro. La Nassau es una clase basta é irregular en cuanto á sus fibras córneas, firmeza y forma.

Las esponjas aterciopeladas que cuentan con una gran variedad en Cuba y la Florida, se emplean mucho para carruajes y otros usos en general, siendo su precio moderado. Las Abaco y terciopelo de Cuba son las mejores y tienen mucha semejanza á la lana del carnero; generalmente ostentan un agujero grande en la cabeza que merma su utilidad. La variedad de la Cayo es tal que esta clase abunda y se emplean extensamente. La aterciopelada de Florida, realmente es basta y dura, no gusta en general, y se emplea en ciertas manufacturas. Como esta clase suele tener un boquete en la cabeza, mucha gente prefiere las grandes cortadas en trozos, obviando así aquella dificultad. Hay también bastante variedad de las llamadas esponjas amarillas como las Nassau de las Antillas, Key y Matacomby de Florida, de buena forma todas ellas; pero más bien quebradizas, empleándolas principalmente los pintores, albañiles y también en el servicio doméstico. Hay una especie de esponja amarilla llamada «cabeza dura», nombre apropiado por su naturaleza, no obstante, una variedad de esta denominación que procede de Cuba, posee un tejido suave aunque algo quebradizo.

La llamada esponja herbácea, es una especie muy desmedrada y se vende á precios bajos. Consúmese para ciertas manufacturas y por pintores, picapedreros, albañiles, etc. Las de mejor calidad se blanquean y véndense en el mercado como esponja barata y el baño, aunque tienen la apariencia de las clases superiores en general. Las esponjas de arrecife son de tejido fino, pero carecen de fuerza; se blanquean y usan para el tocador y por los fabricantes de colores.

Las procedentes del Mediterráneo son de calidad superior á las conocidas del continente americano, sus fibras córneas no son tan pronunciadas poseen el mismo espesor; su trama es más fina y flexible; crecen á más profundidad; la temperatura de superficie es de 50 á 57° en invierno. Las c

llámanse Zimocha, de color prieto, Turquí de color blanco, sedosa para cirujanos, la gruesa, la de forma de panal por sus orificios. Estas esponjas se subdividen en una variedad infinita; hay las copas, las sólidas, las delgadas, las chatas, según implica su forma y naturaleza. Las esponjas imitación de cuero, se usan en las manufacturas, y también por los cirujanos veterinarios. La Zimocha citada posee un tejido sedoso, pero es frágil. Las Mandruka se hallan en aguas profundas, su forma es perfecta, tienen fibra tupida y no son córneas, sus raíces son pequeñas. Esta clase va disminuyendo. Se importan considerablemente en Filadelfia.

La clase Bengaza, es una esponja semejante á la Mandruka, si bien algo más basta y de forma linda, y se vende bajo este último nombre. Las clases inferiores para baños turcos, hállanse en aguas someras; su calidad varía según la profundidad en que se asientan; en general se blanquean, pero las mejores véndense en su color natural.

La cuestión de emprender cultivos artificiales de esponjas de la Florida y del Mediterráneo, ha sido objeto de discusión y se ha llevado á la práctica. La esponja cortada en pequeños trozos se desarrolla si se sujeta convenientemente y se colocan los pedazos en agua clara y libre de impurezas. Córtanse sobre una tabla mojada con cuchillo ó sierra fina, procurando al mismo tiempo de no comprimir la materia blanda. Los tamaños preferibles son de 1 pulgada de anchura por otro tanto de alto. Se retendrá en cuanto sea practicable la película exterior. Los trozos se cortan en la dirección de los canales, aunque se ha demostrado que cortados en otro sentido viven y crecen. La exposición á la intemperie no les daña, á menos de que no sea el tiempo demasiado caliente. Se hacen firmes en el fondo, pero de modo que no los cubra el fango ni la arena. Tarugos de bambú han dado buen resultado al cabo de un año, habiéndose desarrollado la esponja por este medio de propagación.

En años recientes los empaquetadores de la Florida han «cargado» las esponjas unas veces con arena otras con polvo de mármol. También se ha acudido al procedimiento del lavado de las esponjas en una solución salina ó bien inyectándolas glucosa ó siropes densos. La esponja limpia y pura se vende á un peso y un peso cincuenta centavos por libra más caro que la «cargada.» Para averiguar la diferencia entre una esponja cargada y otra que no lo esté, tómese una de cada clase de un peso de 2 onzas, remójanse y se hallará que la primera clase mide unas 16 pulgadas de circunferencia y la otra 19 pulgadas. Tómase una esponja del peso de 1 onzas y que cuesta 4 pesos la libra, y otra «cargada» del mismo peso y del precio de 3 pesos y al lavarse ambas, se hallará que la pura resulta más grande. Un fardo de esponjas puras que pesen á razón de 8 la libra y al precio de 4 pesos, será tan grande sino mayor que un fardo «cargado» del que entren 6 esponjas por libra de á 3 pesos. El costo de una y otra esponja es de 50 centavos.

— La Metropolitan Store Fixture Company se trasladará este mes á un nuevo edificio que mide 50 piés de fachada por 165 de fondo, con un espacio de piso de 57,000 piés cuadrados, ó sea cerca de 2 acres. En el edificio se instalará maquinaria moderna y más perfeccionada para obra de madera y será el establecimiento de esta clase mejor habilitado de los Estados Unidos. Los farmacéuticos que tuviesen en vista renovar los enseres de sus boticas les tendrá cuenta escribir á esa casa dando el nombre del AMERICAN DRUGGIST.

La Farmacia americana juzgada por un Inglés

Un distinguido farmacéutico escocés, Thomas Maben, F. C. S., ha dado recientemente una conferencia ante la Asociación de Ayudantes Químicos de Londres, en la que se ocupó en describir con alguna latitud varias importantes farmacias de los Estados Unidos que le habían llamado altamente la atención durante un viaje que hizo á este país. Como el conferenciante ocupa un lugar distinguido en la profesión, además de haber desempeñado por muchos años el cargo oficial de examinador de la Sociedad Británica de Farmacéuticos, y colaborado asiduamente en varios periódicos científicos sobre asuntos de química farmacéutica, nuestros lectores, aun los que no conozcan bien el idioma inglés en que publicamos la conferencia, podrán apreciar sin dificultad por medio de los grabados que le acompañan, la importancia del asunto.

SAPOFORMO Y ACIDO CARBOLICO SAPOFORMO

MR. I. WILBERT anuncia la siguiente fórmula para una preparación de jabón fácil de poner y que contiene al mismo tiempo una buena cantidad de formaldehído:

Acido oleico.....	110 c. c.
Alcohol.....	60 c. c.
Potasio hidróxido.....	20 grm.
Agua destilada.....	20 c. c.
Formaldehído.....	250 c. c.

El ácido oleico se pone en una botella apropiada y se le añade el alcohol. Disuélvase el potasio hidróxido en el agua y añádese gradualmente á la mezcla de ácido oleico y alcohol, agitando el todo de cuando en cuando. Déjase en reposo el agua de doce á veinticuatro horas y agréguese entonces el formaldehído.

Esta fórmula rinde un líquido claro de color de cereza que parece resistir bien y es fácil de mezclar con agua ó alcohol.

Las disoluciones saponáceas de formaldehído se han empleado extensamente en Alemania y se recomiendan como antisépticas, desinfectantes y bactericidas. Dícese que no son venenosas ni cáusticas. En disolución se han empleado como soluciones de sublimado corrosivo ó ácido carbólico. Se aplican localmente en los sudores nocturnos de la tisis y también para la transpiración excesiva, particularmente de los pies. Los practicantes alemanes recomiendan soluciones de 2 ó 3 por ciento de la preparación en agua destilada ó lluvia. El *ácido carbólico sapoformo* se hace añadiendo una parte del ácido para saponificar dos partes. Se emplea una preparación semejante á ésta en los hospitales alemanes, y según se anuncia, con buen éxito. Esto ha de emplearse como simple sapoformo en una solución de 2-3 por ciento en agua.

El agua que se emplee para diluir cualquiera de estas soluciones antisépticas saponáceas es de suma importancia. Para obtener soluciones absolutamente claras el agua que se emplee debería ser sumamente pura ó á lo menos exenta de cualquiera de los muy conocidos precipitantes de jabón, tales como la cal y el aluminio.

EL ACETOZONO

ADELANTO NOTABLE DE LA TERAPÉUTICA EN LA FIEBRE TIFOIDEA

El reciente descubrimiento de Duval y Basset de la presencia de los bacilos disintéricos (Shiga) en 40 casos de diarreas de verano en niños, ha despertado nuevamente el interés hacia la antisepsia intestinal. Apenas han transcurrido algunos meses que los Dres. P. C. Freer y F. G. Novy, de la Universidad de Michigan E. U., demostraron el enorme poder germicida del peróxido, benzoilo-acetilico, conocido generalmente con el nombre de *Acetozono*. Aunque los informes preliminares de estos investigadores por necesidad tenían que basarse en resultados de los experimentos del laboratorio, sus esperanzas ya se han visto confirmadas clínicamente, especialmente en el tratamiento de la fiebre tifoidea.

En la ciudad de Chicago donde se presentaron gran número de casos de fiebre tifoidea, se han tratado exclusivamente por el acetozono más de 300 casos. La opinión unánime es que hace declinar la temperatura más temprano que lo usual en esta afección, y que dilucida el estado mental y físico del enfermo, probablemente, deteniendo la toxemia.

Dos prácticos de Chicago, los Dres. I. A. Abt y E. Lackner han publicado (*Therapeutic Gazette*, octubre 8, 1902) el resultado del tratamiento de 40 casos de fiebre tifoidea en niños, por el acetozono, con sólo dos muertos; una mortalidad de 5 por ciento. Uno de estos enfermitos sucumbió a una neumonía y edema pulmonar: el otro murió de una fiebre muy alta en el quinto día. En todos los casos apenas hubo estupor y timpanismo; el olor característico de las deposiciones disminuyó notablemente, y sólo hubo dos hemorragias, y en un mismo individuo. El promedio de duración del período febril, en 37 casos, después de comenzarse el tratamiento por el acetozono, fué de 13½ días. La droga no parece ejercer influencia alguna sobre el corazón y aparato respiratorio.

A principios de este año, el Dr. E. Wasdin, del Marine Hospital Service, publicó (*American Medicine*, feb. 8, 1902) el resultado de 24 casos de tifoidea en Buffalo, (N. Y.), tratados por el acetozono y todos curaron. Dice así: «La administración del acetozono en la fiebre tifoidea ha sido seguida de felicísimos resultados; su uso ha sido dirigido á destruir los gérmenes en su colonia primaria del pulmón, en su colonia secundaria intestinal, y también ha sido usada en hipodermoclisis para combatir las fases terminales, resultando que en 24 casos la enfermedad ha sido limitada casi solamente al resultado de la intoxicación de su foco primario, siendo benignos sus síntomas intestinales quitándole á la enfermedad muchos de sus caracteres desagradables.»

En un segundo artículo del mismo autor que vió la luz en el *Therapeutic Gazette*, mayo, 1902, informa que administraba á sus enfermos de 1500 á 2000 centímetros cúbicos diarios de la solución acuosa de acetozono. La dieta consistió en leche disuelta en la misma solución.

El primer efecto de la droga se nota en el aumento de la secreción urinaria. Que este efecto no se debe en totalidad á la ingestión de la gran cantidad de agua necesaria para obtener una solución saturada, se desprende de la afirmación del autor de que se observaron los mismos resultados cuando el acetozono fué administrado en cápsulas. El segundo efecto sobre el cual hay que fijar la atención es en la notable menor fetidez de las deposiciones de los enfermos, al mismo tiempo que las culturas de las deyecciones revelaron la presencia, comparativamente, de escasos gérmenes.

Los efectos desodorantes y diuréticos del acetozono también fueron comprobados por el D. G. H. Westinghouse, de Buffalo (*Buffalo Medical Journal*, agosto 1902) que la usó en siete casos. Este observador hace notar que al aumento de secreción de la orina «corresponde una reducción de los síntomas tíficos y que el timpanismo y el delirio desaparecían.» Hay que advertir que el diagnóstico de todos estos casos, así como en la mayoría de los

participados por el médico de Chicago, fué confirmada por la reacción Widal y la comprobación de Ehrlich. Westinghouse concluye su artículo diciendo que el efecto del acetozono como antiséptico intestinal, no es igualado por nada de lo que hasta ahora él ha empleado. A los pocos días de comenzado el tratamiento de un caso de fiebre tifoidea se notaba una mejoría de todos los síntomas entéricos. La administración del antiséptico, se hacía, en la mayoría de los casos, haciendo beber al enfermo la solución acuosa *ad libitum*; ó en otras palabras, sustituyendo por dicha solución todos los demás líquidos que el enfermo vaya á tomar é incitándole á que la tome libremente, en cantidades considerables. —*Med. Review of Reviews*, octubre de 1902.

Dos palabras más sobre el acetozono. Su fórmula química es $C_6H_5CO.O.O.COCH_3$. Al principio se le dió el nombre de *Benzozono*, pero el parecido de este término con otros en uso actualmente, hicieron que la casa productora de la droga — (Parke, Davis & Co., de Detroit (Mich.), E. U.) — le variase el nombre, adoptando el de acetozono con que actualmente se le conoce. Este producto pertenece á esa gran familia de compuestos químicos de la cual el peróxido de hidrógeno es el más sencillo y el más conocido, si bien los Dres. Freer y Novy, arriba citados, han demostrado que el acetozono difiere materialmente de éste, por su modo de obrar y particularmente porque posee un poder germicida enormemente mayor, *no siendo tóxico* en absoluto.

El acetozono está puesto á la venta mezclado en partes iguales de su peso con un polvo absorbente inerte. Es de color crema, tiene un olor característico y un vivo sabor á pimienta.

El modo de preparar la solución de que se hace mención más arriba es el siguiente: Tómese un frasco, bien limpio, de dos litros de capacidad y llénese de agua caliente añadiéndole un gramo y medio de la droga en polvo; sacúdase entonces fuertemente y déjese enfriar en la nieve. La solución no deberá filtrarse sino decantarse con cuidado la cantidad que se vaya necesitando cada vez, debiendo tomar el enfermo adulto por lo menos cuatro onzas de la solución cada dos horas, y cuando el enfermo tenga sed puede dársele la solución previamente helada. Muchos médicos diluyen la leche que han de tomar sus tíficos en una parte igual de la solución de acetozono. — (De la *Revista Médica Cubana*, de diciembre 1º de 1902.)

Nuevo Método para Descubrir la Cúrcuma

Albert E. Bell, F. I. C., F. C. S., en una comunicación dirigida al *Pharmaceutical Journal*, sienta el hecho de que durante el examen de unos polvos compuestos, observó que al añadirles unas gotas de reactivo de difenilamina, se producía una coloración purpúrea de suma intensidad. Haciendo nuevas investigaciones sobre el particular, halló que la coloración emanaba de la acción de la difenilamina en la cúrcuma que contenían los polvos objeto de su examen.

El investigador ha tratado un número considerable de polvos vegetales con el reactivo citado, y como en ningún caso se presentó una reacción de color semejante á la descrita, se le ocurrió que podría prestar un buen servicio para descubrir pequeñas cantidades de cúrcuma cuando se emplea como adulterante. Haciendo experimentos pudo descubrir fácilmente:

1 parte de cúrcuma en 200 partes de ruiba
1 " " " " " 1000 " " mosta

La prueba se efectúa como sigue: Colócase una gota de reactiva en una lente móvil del microscopio por medio de una viga de cristal; una pequeña cantidad de los polvos que se examina esparce por igual por toda la superficie de una tapa de cristal dejen caer con cuidado sobre el reagente que está en la lente. Entonces se examina con un objetivo de una pulgada, y en caso haber cúrcuma se distinguen en todo el campo de la visión manchitas purpúreas.

El reactivo consiste en difenilamina pura, alcohol 90 por ciento y ácido sulfúrico puro:

Difenilamina.....	gm. 1
Alcohol, 90 por ciento.....	c. c. 20
Acido sulfúrico puro.....	c. c. 25

La difenilamina se disuelve en un 90 por ciento de alcohol, y luego se añade cuidadosamente el ácido sulfúrico. Al enfriarse el reagente está á punto de usarse.

Al hacer la comparación relativa de los méritos de este producto con los de la prueba de ácido bórico para la cúrcuma, el señor Bell dice que la prueba de difenilamina es (1) mucho más delicada, (2) más conveniente en la aplicación, (3) necesita menos tiempo para obrar.

PARRAFOS DE INTERES COMERCIAL

— Los fabricantes de las nuevas Navajas de Seguridad



«Gem,» destinan anualmente una cantidad de dinero considerable para la publicación y distribución de materia descriptiva de ese artículo, á parte de los anuncios que publican en varios periódicos. Esta propaganda ayuda mucho á los tratantes; con todo, la casa aconseja á los detallistas y comerciantes al por menor que anuncien en los periódicos locales para de esta manera aumentar la salida de estas

navajas tan útiles. En tal caso los fabricantes por su parte cooperarían suministrando electrotipos para los anuncios. Estos efectos se venden aquí en las boticas principalmente. Escribase á la Gem Cutlery Company, 34 Reade St., Nueva York, dando el nombre del AMERICAN DRUGGIST.

— En previsión del negocio de aguas gaseosas que se expenden en el verano, nuestros lectores del ramo habrán de ver con satisfacción el anuncio de Thomas Mills Bros., núm. 1301 North Eighth Street, Philadelphia, cuya casa fabrica congeladoras, heladoras y moldes para helados imitación de emparedados. Este último artículo por su novedad será muy llamativo junto á los aparatos-fuentes de las boticas y rendiría un provecho á los dueños. Se recibirán catálogos solicitándolos de los fabricantes.

— Está admitido que el buen éxito de muchos farmacéuticos depende del arreglo juicioso de los artículos que expenden. Sería inútil tratar de atraer parroquianos á una botica con los enseres y arreglo de antaño por la hábil concurrencia de aquellos hombres emprendedores que montan sus establecimientos á la moderna. La casa de Seger & Gross, del núm. 42 West Sixty Seventh Street, de Nueva York, se dedica á la fabricación de enseres y mobiliario moderno para establecimientos de farmacia; el valor de sus instalaciones varía entre \$200 ó \$300 á \$20,000, y tanto las más baratas como las más costosas se distinguen por su obra de mano artística y de superior calidad, lo que asegura su duración. Aquellos farmacéuticos que tienen en vista montar una instalación deberían consultar á esa casa.

La American Can Company de Nueva York, tiene existencias de cajas de hojalata de todos estilos, que gozan de fama entre los farmacéuticos. Esta compañía dará con gusto presupuestos para cajas especiales, en cualquiera cantidad que se desee, bien lisas ó barnizadas con goma laca. Dirjanse á la oficina principal de la compañía en Nueva York para la lista descriptiva de efectos.

DESINFECTANTES Y LA PESTE.—Con motivo de los estragos que está haciendo la peste bubónica en la costa occidental de México, deseamos llamar la atención de nuestros lectores de la América Española á la «Purifine» conocida preparación americana inodora y á la vez desinfectante eficaz y germicida. En la enfermedad bubónica y otras zimóticas, la desinfección es la mejor salvaguardia contra la propagación de la enfermedad, y á este efecto hemos de decir que el testimonio de hombres públicos eminentes y especialmente de aquellos relacionados con cuestiones y medidas higiénicas en los Estados Unidos, demuestra que la «Purifine» es un desinfectante altamente útil y eficaz, recomendado por personas que lo han empleado. Para informes al igual que cotizaciones de esta preparación inodora, nuestros lectores podrán dirigirse á sus fabricantes The Fitch Chemical Co., de Bay City (Mich), E. U. A.

UN ARREGLO CONVENIENTE EN LAS FUENTES.—El anuncio de Robert M. Green & Sons, de 1413 Vine St., Philadelphia Pa., que se inserta en la sección correspondiente, enseña uno de los arreglos mecánicos más admirables en los aparatos para la expendición de bebidas gaseosas. Los depósitos para los jarabes están contruidos de modo que puedan sacarse, limpiarse, llenarse y reponerse sin interrumpir el funcionamiento del resto de la fuente y sin el empleo de herramientas ó escalas de mano. Las ventajas de semejante construcción son tan aparentes que no necesita mayor descripción; con todo, aquellos que desearan más pormenores y quisieran informarse acerca de la construcción de estas fuentes, pueden dirigirse á los fabricantes, á las señas que damos arriba y recibirán un ejemplar de su último catálogo.

—Es probable que la mejor cajita para ungüentos ó sustancias oleoginosas, sale de la fábrica de la Mt. Washington Box Company, de 311 Atlantic avenue, Boston. Fabricanse estas cajas de álamo blanco y nogal negro. Los cantos ajustan entre sí tan perfectamente que casi no puede distinguirse la unión. La tapa ajusta también con precisión. Asegúrase que es la única caja prácticamente estanca de cuantas se conocen, y muy superior á la caja torneada. Se pueden obtener muestras acudiendo á la compañía.

—El farmacéutico que no tiene existencia de antiflogistina en su establecimiento pierde la oportunidad de hacer dinero. Este artículo es de los que tienen mejor salida entre las especialidades modernas de farmacia. Ya se han presentado en el mercado numerosas imitaciones, pero ninguna se acerca en calidad al artículo original, que es á estas horas conocido en todos los mercados del mundo.

—La Thomas M'fg. Company, de Baltimore (Md.) E. U. A., tiene Creta Inglesa preparada en blanco azul, que es la misma perfección en calidad, y de la mayor conveniencia en su forma. La compañía fabrica igualmente un blanco, que pone en paquetes y que en el comercio de drogas tiene ahora mucha salida. Esta compañía contestará con gusto á la demanda de informes que se le haga acerca de sus preparaciones.

—Los Emplastos de Arnica de Holloway, se extienden sobre la piel de cordero más suave, preparada especialmente para este objeto. Es mucho más blanda y duradera que la muselina que se emplea de ordinario para emplastos, y se adapta mucho mejor por esta causa al sitio en que se aplica y es más comfortable. Posee también la ventaja la piel de cordero de poder extender sobre ella un espesor mayor del agente curativo que con la muselina. Estos

emplastos han sido conocidos en el mercado por más de cuarenta años, los han prescrito los médicos de todas partes siempre con buenos resultados. Los fabricantes son los señores Johnston, Holloway & Co., del No. 531 Commerce St., Philadelphia y además los venden todos los tratantes de los Estados Unidos.

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—La Dentacura tiene hoy día un éxito fenomenal, siendo su venta extraordinaria particularmente en todos los países en que se habla inglés, lo mismo que en la Europa Continental y en muchas partes del Asia. Es una oportunidad provechosa para todo droguista, que no debería desperdiciarse, pues estando tan en voga el artículo, hay demanda por él y conviene tener existencias del mismo.

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—En este número se hallará un anuncio de la muy conocida casa de Seger & Gross, del 42 East Sixty-seventh St., Nueva York, dedicada á instalación y decorado de farmacias, y cuyos trabajos pueden apreciarse en muchos de los establecimientos de la costa del Atlántico. Aquellos droguistas que van en busca de enseres deberían comunicarse con esos fabricantes antes de colocar sus pedidos. No ha mucho que recibieron el encargo para suministrar todos los enseres de la instalación de la nueva farmacia de Don Francisco Bustillos, de la ciudad de México, y cuya ilustración aparecerá en breve en las páginas del AMERICAN DRUGGIST.

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—La Buckeye Stamping Company, del 180 East Third Ave., de Columbus (Ohio.), está dispuesta á proporcionar muestras y catálogos de sus cajas de hoja de lata enterizas para el comercio de drogas. Estos fabricantes han adquirido vasta experiencia en el ramo á que se dedican, y están en situación de hacer en su establecimiento toda clase de cajas de hojalata, lisas, con barniz laca ó litografiadas á precios razonables. Ejecutan con prontitud y esmero toda clase de pedidos.

**

—La Davidson Rubber Company, del No. 19 Milk St., Boston (Mass.), ha estado fabricando por espacio de cuarenta años una clase muy superior de artículos varios de caucho para farmacéuticos y droguistas y efectos de goma para fines quirúrgicos. Quizá se puedan comprar artículos de caucho á precios más baratos que los de la Davidson Rubber Company; pero esos fabricantes aseguran que es imposible comprarlos de tan buena ó mejor calidad, y en vista de que los artículos de goma de clase inferior se deterioran muy rápidamente, es ciertamente una economía mal entendida comprar un artículo barato cuando el ahorro en el costo es insignificante. Aquellos farmacéuticos que deseen un renglón de efectos de goma en que se pueda confiar en absoluto, pueden dirigirse sin titubear á la Davidson Rubber Company la que quedará muy complacida de proporcionar su catálogo y cotizaciones á las casas ó personas del ramo que se lo soliciten.

**

—Muchos farmacéuticos de los países hispano-americanos quisieran saber el por qué es tan popular la Antiflogistina, y quién le dió tal popularidad? Nadie podría contestar cumplidamente á estas preguntas, por más que está fuera de duda que la popularidad de esa droga se debe á sus virtudes. La profesión médica lo aprecia de este modo por cuanto prescribe la antiflogistina en toda especie de inflamación. El Dr. Enrique Anglés, médico y cirujano de la Universidad de la Habana, ha presentado un testimonio declarando haber empleado en el ejercicio de su profesión la Antiflogistina y hallándola excelente para aquellas enfermedades en que es necesario aliviar la tensión de la presión de la sangre. Sus efectos son duraderos y seguros. Una declaración tal confirma la fama de que goza la Antiflogistina. Para mayor seguridad, los farmacéuticos pueden dirigirse á The Denver Chemical Mfg. Co., de Nueva

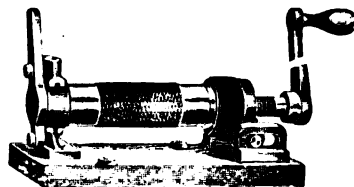
York, cuya compañía contestará con placer á toda pregunta que reciba de aquellos y de los tratantes acerca de la Antiflogistina.

**

LA CLARK-GOVIN DRUG CO., SUCESORES DE LA CLARK DRUG CO.—Hemos recibido la carta siguiente de la Clark-Govin Drug Co., del 32 Broadway, Nueva York, E. U. A., que explica la misma: «Tenemos el gusto de participarles que la conocida sociedad de Clark Drug & Export Co., continuará en lo sucesivo bajo la razón social de Clark-Govin Drug Co., estando incorporada conforme con las leyes del Estado de Nueva York, lo que tenemos el placer de poner en su conocimiento aprovechando á la vez esta oportunidad para ofrecerles nuestros servicios en el ramo á que estamos dedicados. También nos es grato manifestarles que todas nuestras preparaciones son de primera clase, y que hemos tomado en consideración que estas son para ser usadas en climas cálidos. De estas, podemos en particular garantizarles nuestros jabón «Tutocito», que por sus buenas calidades medicinales no tiene rival para las enfermedades de la piel, y por su aroma delicado, es el mejor jabón para el baño. Nuestros polvos de Talco Boricados, por la pureza de los ingredientes empleados en su composición, tienen una gran demanda, porque curan, refrescan y suavizan las irritaciones de la piel y emiten un aroma muy delicado. También les recomendamos nuestros polvos dentífricos que ya son muy conocidos entre los mejores dentistas de este país, porque producen en la boca una sensación muy agradable y dejan á la vez un aliento perfumado, conservan los dientes, las encías y destruyen todo germen. Las Píldoras «Tutocito» también son muy conocidas y tienen mucha aceptación, y podemos recomendarlas con eficacia para las afecciones del hígado y la dispepsia. De todas nuestras preparaciones no tenemos inconveniente en mandar muestras á quien las solicite. Les advertimos que todas nuestras preparaciones llevan el sello de «Tutocito de Clark.»»

Máquina para Hacer Supositorios «Fuego Rápido»

Damos aquí la ilustración de una para hacer supositorios llamada «Fuego Rápido», por la rapidez con que puede hacerse funcionar como se demuestra por el hecho de que en sólo 30 segundos hace una docena de supositorios. Para cargar la máquina se coloca el cilindro



grande de 5½ pulgadas de largo por 1½ de diámetro en sentido vertical y se llena con el medicamento requerido mezclado con las raeduras de manteca de cacao. El cilindro puede contener 1056 granos de manteca de cacao, lo suficiente para rendir 4 docenas de supositorios perfectos de 22 granos. Una vez cargado se le repone en su posición horizontal y se fuerza la masa por la presión de la manigueta que se voltea, y que es mucho más larga de lo que figura en el grabado, siendo su presión de media tonelada, de cuyo efecto el supositorio es muy firme y no se deteriorará en los climas cálidos.

Se pueden hacer de una vez de una á cuatro supositorios perfectos. Se hacen moldes para producir supositorios de 10 á 15, y 25 á 30 granos cada uno, moldes vaginales candelillas. Al pedir los moldes deben especificarse. Con máquina se proporciona un molde: el coste de cada molde es de \$1.50. La máquina completa mide 6½ pulg. y ocupa un espacio en el mostrador de 6 por 10 pulgadas; envasada 16 libras, y se vende á \$15.00, incluyendo un molde. La máquina servicial se construye del más fuerte y fino acero garantizan su duración los fabricantes, The Bent Manufacturing Co., Hartford (Conn.), quienes proporcionarán nuevos pormenores al solicitárselo.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 13 DE ABRIL DE 1903

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NUESTRO COMETIDO EN LA EXPORTACION

Hace un poco más de un año que emprendimos la tarea de establecer más íntimas relaciones entre los fabricantes de productos farmacéuticos y ramas aliadas como cristalería, aparatos-fuentes para gaseosas, enses para boticas, y los tratantes del extranjero interesados en este comercio. Por más que nuestro trabajo ha tenido el carácter de preliminar, quedamos muy complacidos de saber que prácticamente ha dado ya algún fruto tanto en ensanchar las relaciones de los fabricantes, aportándoles nuevos clientes, como en dar á conocer á los compradores de fuera nuevos renglones y medios económicos para hacer sus adquisiciones de efectos de los Estados Unidos. Es la misma asombrosa prosperidad de este país que ha despertado interés en el comercio extranjero hacia nuestras fabricaciones. Nosotros, en su vista, deseamos aprovechar esta ocasión para dar á conocer afuera muchos productos excelentes que pueden hacer ventajosa concurrencia á los extranjeros, que generalmente proceden de Europa. No sólo pueden competir en precio y en calidad, sino que algunos de estos productos no pueden procurarse en el viejo continente.

La principal dificultad en el aproximamiento que buscamos, estriba en la falta de inteligencia entre el fabricante de los Estados Unidos y el comprador sudamericano. No nos ha pasado inadvertido que los fabricantes de este país, por sobra de confianza ó des-

cuido, no siempre empaquetan bien los efectos que extraen, resultando desavenencias entre vendedor y comprador. Esta fase, al igual que la de prontitud en los embarques, nos esforzamos nosotros en que se enmiende y rectifique para el bien de ambas partes, y para que nuestro trabajo sea más fructuoso, encargamos á nuestros amigos del extranjero que al hacer los pedidos á los fabricantes sean lo más explícitos posible en los extremos de envases y embalaje, al igual que en la manera de hacer los embarques. Procediendo de esta manera el fabricante se acostumbrará á los nuevos métodos, porque está en su interés el hacerlo, y las quejas y disputas serán seguramente cada vez menos.

LA NUEVA FARMACOEPA RUSA

Acaba de salir á luz la quinta edición de la Farmacopea Rusa. La obra, aunque dista de ser perfecta, representa, no obstante, un adelanto sobre las ediciones precedentes. Desgraciadamente para el lector de otros países, la Comisión revisora ha creído conveniente redactar las descripciones é instrucciones en ruso, y como esa lengua es más bien conocida de un puñado de literatos, no serán muchas las personas que puedan aprovecharse de la farmacopea para estudio y comparación. Para drogas de origen orgánico se emplean los procesos de ensaye. La cincona debe apreciarse gravimétricamente y ha de contener á lo menos 3.5 por ciento de alcaloides. El opio ha de contener de 10 á 12 por ciento de morfina, que también ha de calcularse gravimétricamente. Muchas de las drogas orgánicas se describen en la forma polvulenta, cuya disposición habrá de apreciarla el farmacéutico práctico, porque le sirve de guía para averiguar la pureza é identidad de los polvos al examinarlos.

Esta es la primera farmacopea nacional que se ha publicado desde que se reunió el Congreso Internacional para la unificación de remedios poderosos. No se han hecho cambios en la fuerza de las preparaciones galénicas, de modo que todas aquellas para las que se han propuesto tipos internacionales, están incluidas prácticamente así como aparecieron en la última, ó sea cuarta edición, que, como se sabe, corresponden aproximadamente á los tipos propuestos por el Congreso Internacional.

El AMERICAN DRUGGIST Y PHARMACEUTICAL RECORD se publica dos veces al mes, y es reconocido como autoridad en aquellas materias relativas al mercado de drogas de los Estados Unidos. Aquellos de

nuestros lectores que desearan comprar ó vender, hallarán en las varias secciones de este periódico fuente segura de información que podrá ahorrarles muchos pesos al correr del año. Debería leerse con regularidad y consultar la lista de precios que publica. Nueva York es el mercado de drogas más importante del hemisferio occidental, y el comercio en este ramo debería estar siempre en contacto con él. Teniendo nosotros facilidades para entendernos en el idioma español, suministraremos los datos é informes que se nos pidan en esa habla.

Deseamos proporcionar á nuestros lectores de los países hispano-americanos informes que puedan utilizar en las ocupaciones á que se dedican; aquellos que reciban este número del AMERICAN DRUGGIST deberían escribirnos expresando qué clase de informes desearían ver en las columnas de nuestro periódico y sus juicios respecto del mismo, dirigiéndose al efecto al director del AMERICAN DRUGGIST, 66 West Broadway, Nueva York, E. U. de A.

Por más que reconocemos que la farmacia en sus aspectos científicos ha alcanzado un alto desarrollo en las repúblicas de la América Meridional, abrigamos la opinión que nuestros compañeros de profesión en aquellos países podrían adquirir ideas provechosas relacionadas con la farmacia así como se conduce en los Estados Unidos, con sólo leer detenidamente las columnas del AMERICAN DRUGGIST.

FORMACION DE VAINILLINA EN LA HABA DE LA VAINILLA

Como es muy sabido, el fruto de vainilla al tiempo de recolectarse no contiene vainillina, al contrario, se necesita un tratamiento especial durante el cual se efectúa la formación de vainillina por medio de cierta fermentación. El procedimiento empleado en los países que producen la vainilla, como la Reunión, por ejemplo, es puramente empírico y consiste primeramente en sumergir la haba en agua de 80° á 85° por cosa de veinte segundos, desde cuyo momento empieza á desarrollarse el aroma. L. Lecomte acaba de descubrir (Memoria de Schimmel) que el fermento causante de la fermentación, pertenece á aquella clase de cuerpos que según L. Bertram se llaman «oxidases.» Este «oxidase» está presente en muchas partes de la planta (*Vanilla Planifolia*) como las hojas, los vástagos y el fruto verde y maduro. Hasta se halla en la vainilla preparada, y en mayor abundancia donde crecen las clases superiores de vainilla, México, Reunión, Mayotta y las Seychelles, y en menor abundancia en las especies de Guadalupe y Tahiti. Existe el hecho notable que el manganeso que acompaña siempre á los «oxidase», está también presente en la vainilla. Mas la planta encierra un segundo fermento que posee una acción hidrolizante y que también participa en el proceso de la fermentación. La formación de vainillina parece verificarse de esta manera en la haba; el fermento hidrolizante revienta la coniferina (que se cree está presente), produciéndose alcohol coniferílico y glucosa, y en este caso la acción del «oxidase» oxidaría el alcohol coniferílico en vainillina.

ANALISIS COMPLETO DE LA ORINA

POR A. QUEVA,

Farmacéutico de primera clase.

Aunque esta cuestión haya sido tratada antes de ahora por maestros, me esforzaré en dar á este estudio la mayor claridad posible en relación con el análisis practicado en el laboratorio del farmacéutico ó del doctor en medicina, exponiendo procedimientos simples que conducen á resultados precisos, y los cuales espero ayudarán á los médicos en su averiguación tan difícil del diagnóstico.

SECRECIÓN DE LA ORINA.—La orina que se emite es el resultado de la filtración de líquidos y de materias semilíquidas á través de los riñones. Esta importante secreción elimina el agua que contiene sustancias minerales solubles.

PROPIEDADES GENERALES.—Generalmente la orina humana normal, elaborada de última hora, es clara, límpida, transparente, de color ambarino, olor ligeramente aromático, sabor acre, salino; muestra una reacción ácida en el papel azul de tornasol; su densidad media es de 1018 á 1022. Cuando se deja en reposo, forma á menudo un sedimento coposo. La orina expuesta á la luz forma un depósito de moco nebuloso que se adhiere ligeramente al vaso que la contiene, y como la reacción ácida aumenta gradualmente, se forma entonces un depósito de ácido úrico y algunos uratos. En este estado la orina puede conservarse bastante tiempo, siempre que la temperatura sea suficientemente baja; pero si fuese más alta que la media, se descompondría con rapidez, cubriéndose de una nube y de una película membranosa irisada que se pega al vaso que la contiene. Es en este estado que la orina se vuelve turbia, palidece su color y su reacción pasa á ser alcalina al mismo tiempo que desprende un olor amoniacal. Esta acción motívala la descomposición de varios microorganismos (principalmente la úrea bacterica y la úrea microcócica) proveniente de la úrea que se convirtió en carbonato de amoníaco. El cambio emana de la precipitación de los fosfatos alcalino terrosos (fosfato amoníaco-magnésico, urato de amoníaco, etc., etc.).

COMPOSICIÓN.—La orina está principalmente formada de una solución acuosa de úrea y de sales inorgánicas en disolución, pero contiene á la vez un poco de ácido úrico del moco y de materias colorantes orgánicas.

La verdadera composición de la orina puede darse como sigue;

AGUA.....	95.760
MATERIAS AZOADAS:	
Urea.....	2.50
Acido Úrico.....	0.04
Creatinina.....	0.06
Acido Hipúrico.....	0.04
Xantina (bases)	0.003
Amoníaco.....	0.001
Materias Colorantes, Moco y otras proteínas..	0.15
	2.794
MATERIAS NO AZOADAS:	
Acido Oxálico.....	0.02
Fenol y Acido.....	0.024
Aroma Sulfúrico.....	
Otras materias orgánicas.....	0.12
	0.146
CLORUROS	{ de Sodio, Potasio,
FOSFATOS	
SULFATOS	
	{ Calcio, Magnesio,
	{ Hierro
	1.300

Esta composición varía mucho, pero es un término medio tomado de un buen número de análisis é investigaciones serias. Esta variedad arranca de la influencia que ejerce sobre la orina el agua y la sangre; de igual manera debe tenerse en cuenta el trabajo ó exceso del mismo, llevado á cabo durante el día, la temperatura circundante, la edad del sujeto, el sexo, etc., etc.

La orina contiene también gases, cosa de un 16 por ciento de volumen, tales como: el ácido carbónico, 88 por ciento; el ázoe, 11 por ciento y muy poco oxígeno, 1 por ciento.

VOLUMEN DE LAS ORINAS.—El volumen exacto de la orina es el emitido durante 24 horas. Puede recogerse en un vaso graduado por cuyo medio se conoce el volumen exacto. Si se le pesa, el conocimiento de su densidad da fácilmente el volumen. El hombre emite normalmente 12 á 1400 c. c.³, la mujer 1000 á 1100 c. c.³. Cálculase que el adulto emite 0.85 c. c.³ por hora por cada kilógramo de su peso.

La emisión de la orina aumenta ó disminuye según la actividad del individuo, según que transpire más ó menos, según la elección de su alimento y sobre todo después de la ingestión de la bebida. A todo esto hay que añadir la influencia del sistema nervioso, del alimento y de la exhalación pulmonal y cutánea. Vamos á hablar aquí de aquellas que reconocen por causa las enfermedades y los medicamentos.

1°—En el período agudo de todas las enfermedades febriles la cantidad de orina emitida disminuye, luego se vuelve normal y puede exceder durante la convalecencia.

2°—Antes de la muerte, en las enfermedades agudas ó crónicas, la cantidad de orina cae á menudo por debajo de la normal, principalmente cuando resulta de la debilidad de las funciones; pero si la muerte sobreviene de súbito, no se hace constar disminución alguna en la emisión urinaria.

En las enfermedades crónicas la emisión de la orina acusa siempre aumento ó disminución.

En la hidropesía denuncia siempre disminución, lo que le facilita el extenderse por el tejido celular; un aumento es favorable, y he aquí porque los diuréticos están indicados.

En la poliuria insípida la emisión es algo más que mediana.

ACCIÓN DE LOS MEDICAMENTOS.—Aquellos que ocasionan un aumento en la cantidad de la orina son llamados diuréticos (alcohol, éter nitroso, alcoholado, digital, escila, nitrato de potasa, acetato de potasa y la cafeína).

Las sales de hierro y las de cobre decrecen mucho la excreción urinaria.

Las preparaciones á base de cantáridas y arsénico pueden hasta suprimirla completamente.

COLOR.—El color varía, sobre todo, según los casos patológicos que pueden presentarse.

Puede ser incolora, bastante coloreada y hasta negra, amarilla, prieta, roja.

Una orina descolorida ó ligeramente coloreada es común principalmente en la diabetes.

También es incolora á seguida de trastornos nerviosos ó después de la ingestión de bebidas alcohólicas más ó menos diuréticas.

Si es en alto grado coloreada revela un contenido considerable de elementos sólidos; cuando se pesa esta orina se halla que su densidad es muy elevada, lo

cual débese al funcionamiento irregular del riñón que no filtra el agua, y cuando la denutrición se lleva á cabo con rapidez. Si la orina permanece mucho tiempo en la vejiga, tiene una coloración muy subida.

Si es prieta es que contiene un pigmento anormal (amarillo de naranja, amarillo, verde, pardo verdoso que denuncia el paso de materias colorantes de la bilis en la orina).

La orina es prieta, roja si contiene sangre, puede volverse negruzca, negra si esta orina llega á descomponerse.

La orina es blanquizca si contiene materias grasas.

En el momento de su emisión puede hasta ser violácea si encierra una substancia (la indigotina) que se acumula á su superficie.

Finalmente, ciertos medicamentos pueden darle una coloración anormal, tales como el ruibarbo, la sena, el azafrán, la santonina, al igual que ciertos colores artificiales emanados de la hulla ó de gomas vegetales.

ASPECTO.—En el acto de emitirse la orina es transparente ó turbia; es lo primero y continúa así si no contiene muchas materias disueltas. Lo segundo si es rica en esas substancias.

El enturbiamiento en este caso proviene de la precipitación del urato de sosa.

Si la orina es turbia en el momento de la emisión puede que contenga pus, sangre, fosfatos ó carbonatos terrosos; pero se necesita para ello que la orina sea alcalina.

Es un hecho seguro, y se ha observado siempre, que una orina alcalina es turbia.

POSOS.—Los posos ó sedimentos que dejan las orinas son de una composición variable; en primer lugar se disuelven con el calor ó la añadidura de una pequeña cantidad de agua. Se originan de la precipitación de sales solubles (y es que el agua se hallaba en demasiada poca cantidad para tenerlos en disolución).

OLOR.—De los olores el que tiene importancia es el fétido y amoniacal, por denunciar la fermentación pútrida de la orina y la transformación de la úrea en carbonato de amoníaco.

En primer lugar el olor de la orina es á menudo modificado por la ingestión de diferentes medicamentos y de ciertos alimentos.

En casos patológicos determinados el olor de la orina está extraordinariamente alterado. En ciertas fiebres graves despide una especie de olor como de ratón; en fin, tiene un olor fétido en las afecciones cancerosas de la vejiga y los riñones.

CONSISTENCIA.—La urina es generalmente fluida á su emisión, espuma fácilmente, particularmente al agitarla, y esta espuma es consistente cuando la orina contiene albúmina en abundancia ó moco.

Las orinas son viscosas cuando contienen pus en cantidad, pero se vuelven hilantes y del todo viscosas cuando se conservan por bastante tiempo; entonces se cargan de amoníaco proveniente de la descomposición de la úrea, reacción debida á la acción que ejerce este álcali sobre el pus.

Generalmente se observa que una orina á reacción alcalina, espuma con mucha más facilidad que otra ácida.

REACCIÓN.—La orina humana es abiertamente ácida en su estado normal; pero para obtener esta reacción precisa determinarla al momento de su emi-

sión, porque poco á poco se vuelve neutra y después alcalina. Si á este momento es alcalina, el médico está guiado por esto mismo en su diagnóstico.

Esta reacción ácida proviene de que contiene fosfato ácido.

La conservación de la orina á una temperatura por encima de la media da lugar á la alteración; se produce en este caso una fermentación que transforma la úrea en carbonato de amoníaco lo que produce su reacción alcalina. Cuando se quiera asegurarse de esta reacción, se colocará sobre un tubo de ensayo papel de tornasol rojo, luego se calienta la orina á la ebullición y al desprenderse los vapores amoniacales tornarán el color del papel en azul.

Si se consumiesen aguas minerales alcalinas ó bicarbonato de sosa; ó si se sometiese á un régimen vegetal conteniendo los ácidos cítrico y tártrico, la orina se pondría acentuadamente alcalina, cuyo fenómeno débese á la eliminación de estas substancias que se transforman en bicarbonatos alcalinos (fosfatos y carbonatos alcalinos). En este caso se denuncia una paralización de la vejiga.

Si la orina es alcalina después de la emisión, la causa es la descomposición de la úrea; contiene entonces carbonato de amoníaco, y el análisis del sedimento urinario revela la presencia de fosfato amoníaco magnésico; cuando la orina es alcalina en la vejiga, debe esta reacción á los fosfatos y carbonatos magnésicos, y no despiden vapores amoniacales cuando se la somete á la ebullición.

DENSIDAD. — La densidad de la orina es muy variable, generalmente es en razón inversa del volumen, y proporcional á la cantidad de las materias disueltas. Su densidad media normal es entre 1018 y 1022.

Cuando en el adulto la densidad de la orina es floja, viene á ser un barómetro, marca una salud cabal. Si la densidad floja coincide con un volumen regular de orina, puede sospecharse que existe la poliuria insípida. Si por otra parte la densidad es muy alta, puede implicar un caso de azoturia ó glucosuria.

Si escasease la emisión de la orina en las 24 horas del día, puede dar lugar á estos dos casos: 1 El sujeto goza de cabal salud, pero ha tenido un sudor abundante; 2 Si con una pequeña cantidad de orina la densidad es fuerte, puede sospecharse una afección aguda latente.

Si el peso ó volumen de la orina es normal, pero se observa que ha disminuido el peso específico, hay motivos para creer que la úrea no se excreta ó que se produce ésta en abundancia, lo que indicaría insuficiencia de nutrición.

CANTIDAD DE MATERIAS SÓLIDAS QUE CONTIENE LA ORINA. — La cantidad completa de materias sólidas mezcladas con la orina varía entre 55 y 60 gramos (840 á 920 granos), y la mitad de este peso pertenece á la úrea.

ELEMENTOS NORMALES DE LA ORINA

UREA. — La úrea es la parte substancial, la más importante de la orina; el ázoe generado procede de la metamorfosis de las potencias del cuerpo humano; la cantidad de ázoe que contiene la orina es de 85 á 90 por ciento. La úrea no parece que emane de la vida vegetal, sino normalmente de la orina. Se encuentra en cantidad más pequeña en los excrementos de las aves, de los peces y reptiles. También se la halla en la carne, el tejido muscular, la linfa, la bilis, en el fenó-

meno de la respiración; en patología la descubrimos en todos los fluidos y los tejidos.

La úrea fué descubierta por Rouelle, estudiada por Fourcroy y Vauquelin; es un amida que cristaliza en su estado puro, en prismas largos cuadriláteros, aplanados, incoloros y transparentes; inodora, de sabor fresco y amargo, semejante á la del nitrato de potasa. Su densidad es de 1.35. Es soluble en una parte de agua á 49° C., y en 5 partes de alcohol frío es casi completamente insoluble en el éter y las esencias; es inalterable al aire seco, pero se licúa al aire húmedo. La disolución acuosa de úrea bien pura puede conservarse bastante tiempo sin alterarse. La úrea entra en fusión á los 132° y rinde entonces un licor incoloro; á una temperatura más elevada se descompone en amoníaco, cianato de amoníaco y ácido cianúrico sólido.

La úrea forma con los ácidos sales muy puras, solubles y cristalizables. Es la primera materia animal obtenida por la vía sintética. Walher fué el primero que la obtuvo por medio del cianato de amoníaco.

CARACTERÍSTICA. — Su solución acuosa medianamente concentrada se solidifica en masa cristalina de ázoe de úrea al contacto con el ácido azótico puro exempto de ácido hipozótico. El cloro, los hipocloritos al igual que el bromo y los hipobromitos descomponen la úrea transformándola en volúmenes iguales de gas azoado y ácido carbónico y en hidrácidos correspondientes. El ácido azoado y los azotitos la cambian en agua, ácido carbónico y ázoe.

COMPOSICIÓN CENTESIMAL. — Contiene: carbono 20; hidrógeno, 6.88; ázoe, 46.66; oxígeno, 26.66. Es una de las materias más ricas en ázoe.

FISIOLOGÍA. — Es su misma variedad que le da su alta importancia en patología. En un mismo sujeto y en diferentes momentos del día, y en varios individuos la cantidad es muy variable, lo que se origina del régimen que se sigue, del ejercicio más ó menos fuerte, de la edad y del sexo de los sujetos.

La formación de la úrea depende del género de vida que se observa, porque, como hemos dicho arriba, está formada del producto obtenido de la transformación de las substancias proteicas, y su producción en cantidad más ó menos grande, variará según sea el peso y naturaleza de los alimentos ingeridos, y sobre todo según el género de vida que se siga. En efecto, resulta de esta teoría que todas las causas que aumentan la actividad de la metamorfosis proteica, aumentan de igual manera la producción de úrea.

El aumento de la úrea proviene del trabajo del día, de la actividad muscular, del régimen animal y alimenticio. La disminución de la úrea motívala el reposo de la noche, un estado indolente por el régimen vegetal.

TÉRMINOS MEDIOS. — Un hombre adulto siguiendo un régimen mixto, haciendo un ejercicio moderado secreta una cantidad de úrea eliminada de 24 á 28 gramos.

La mujer elimina de 20 á 22 gramos.

En los niños el término medio es más alto en comparación al peso corporal. Un niño elimina úrea en 24 horas por cada kilogramo de su peso:

• De 3 á 6 años de edad, 1 gramo de úrea.

• De 8 á 11 años de edad, 0.80 centígramos de úrea.

• De 13 á 16 años de edad, sobre 0.60 á 0.40 centígramos de úrea. »

Resulta entonces que la influencia del régimen sobre la producción de úrea es muy marcada.

Un adulto gozando de buena salud, elimina en 24 horas, tomando un alimento animal, 51 á 90 grs. de úrea. Con un alimento mixto, de 36 á 38 grs. Con un alimento vegetal, de 24 á 29 grs.. Con un alimento no azoado, 16 gramos.

PREPARACIONES ACUOSAS DE MENTOL *

Por M. DE CRESANTIGNES

Si bien es muy soluble en el alcohol, éter, cloroforno, aceites y grasas el mentol no se disuelve en agua, ni aún en agua mezclada con una cantidad considerable de alcohol.

Si, por ejemplo, se compone la siguiente fórmula :

Mentol.....	5 centígramos
Alcohol, 60 grados....	25 gramos
Agua destilada.....	100 c. c

casi toda la cantidad de mentol tiende á cristalizarse de nuevo y á flotar en la superficie de la solución. Esta no es una preparación buena, y á fin de que el líquido quede claro, deberá añadirse solamente una pequeña cantidad de agua á la solución alcohólica. La mezcla que se ha dado arriba no podría tomarse internamente sin peligro.

No tengo noticia de que se haya publicado nunca un procedimiento para preparar disoluciones acuosas de mentol, y esto quizá sea la razón porque muchos médicos no emplean ordinariamente esta substancia, lo que es de deplorarse porque posee propiedades muy valiosas, como por ejemplo, la de ser un eficaz antiemético.

En confirmación de este aserto tengo presente en este momento los experimentos del señor Blondel (Soc. de Therapeutique, julio 27 de 1892). Dió á un perro una dosis de ipecacuana y al mismo tiempo cierta cantidad de mentol sin que sobreviniera vómito alguno. Aunque se propine el mentol poco tiempo después de la ipecacuana da el mismo resultado. El señor Chauffard ha tenido la amabilidad de poner en mi conocimiento el hecho siguiente: Habiendo administrado á un enfermo una poción de ipecacuana aromada con jarabe de menta, halló que el remedio no produjo efecto, de aquí que el mentol posea altas virtudes antieméticas, y, por consiguiente, es mucho más eficaz que la poción Riviére ó de hielo.

He logrado obtener excelentes disoluciones acuosas de mentol con el empleo de tintura de quillaya (Tintura de Panamá), tintura de que se echa mano con frecuencia en farmacia para la preparación de emulsiones. Hé aquí una fórmula para la tal solución :

Mentol.....	0.03 á 0.05
Tintura de quillaya.....	5.0
Glicerina neutra.....	10.0
Agua destilada, suficiente para hacer	125 c.c.

Disuélvase el mentol en la tintura, añádase la glicerina y luego el agua en pequeñas cantidades y agitando bien.

Rótulo : Dosis una cucharada.

De esta manera se obtiene una especie de emulsión de un color ambarino claro que se conserva bien sin revolver. La glicerina no es indispensable, pero parecía acrecentar la acción de la tintura.

La cantidad de mentol que entra en la composición de esta solución puede parecer pequeña, pero yo aconsejo que no se aumente. Mejor es dar varias cu-

charadas de la medicina, porque en las concentraciones altas el agua mentólica produce una sensación ardorosa. Su empleo está contraindicado en casos de gastralgia.

La siguiente fórmula usada externalmente, es excelente para el dolor de cabeza frontal en pacientes que tienen ó no fiebre :

Mentol.....	0.15 á 0.80
Tintura de quillaya.....	10.0
Agua destilada, bastante para hacer.	155 c.c.
M. S. Para uso externo.	

Se remoja una compresa de cuatro dobleces y aplícase á la frente. Al cabo de tres á cinco minutos siéntese cierta comezón en la frente, que á prolongarse podría ser dolorosa. La aplicación se reemplaza entonces por otra de agua pura, después vuélvese á aplicar la compresa de mentol y así sucesivamente.

Para emplearla como lavado de la boca ó como gárgaras, recomiendo la siguiente disolución :

Mentol.....	0.10 á 0.20
Quillaya.....	20.0
Agua destilada ó solución saturada de ácido bórico, lo suficiente para hacer un litro.	
M. S. Lavado de la boca.	

MENTOFENOL COCAINIZADO

MENTO-FENOL-COCAÍNA, LÍQUIDO ANESTÉSICO DE BONAIN DE BREST

Según *L'Union pharmaceutique*, enero 6 de 1903, el Sr. Bonain ha obtenido este producto colocando en una cápsula partes iguales de mentol y de ácido fénico puro néveo, al baño-maría ; se agita lentamente, y los dos cuerpos se combinan produciendo un líquido siruposo, casi incoloro, análogo al naftol alcanforado, y sólo se añade otra parte igual á uno de los productos anteriores, de clorhidrato de cocaína ; el líquido resulta límpido y por enfriamiento se congela ó solidifica, pero se licúa fácilmente calentando ligeramente el frasco á la llama de una lámpara.

Según el autor, el producto no es una simple mezcla ; el mentol, homólogo superior inmediato del *borneol*, ó alcanfor de Borneo, como el alcanfor ordinario, tiene la curiosa propiedad de disolver al fenol en diversas proporciones. Se admite hoy que los cambios en las propiedades físicas de estas mezclas, corresponden á modificaciones más profundas, á verdaderas combinaciones, que varían según la temperatura y la cantidad de los cuerpos en contacto. Acaso el fenol forme con el mentol, como con los alcoholes, en general, un éter mixto particular, fenato de mentilo ó éter mentilfenílico.

La mento-fenol-cocaína es insoluble en el agua fría, soluble en la muy caliente, poco en glicerina y mucho en alcohol y cloroforno. Poco cáustica cuando se aplica pura y lo es mucho más con alcohol, por lo cual jamás debe ser añadido este cuerpo al líquido de Bonain. La unión de tres cuerpos sólidos, mentol, fenol y clorhidrato de cocaína, da el líquido anestésico. Se puede usar después de éste el agua fría ó caliente para inyecciones, gargarismos, etc., sin el menor riesgo.

Para emplear su anestésico, el autor empapa en él una torundita de algodón hidrófilo y la aplica sobre la parte que quiere anestesiar. En una mucosa basta generalmente un contacto de uno ó dos minutos. No se lavará hasta después de terminada la operación. Para anestesiar la membrana del tímpano, revestida de su capa cutánea, todavía íntegra, se necesitan por

* Traducido para el AMERICAN DRUGGIST de *Les Nouveaux Remèdes*, enero 8 de 1903.

lo menos cinco minutos. Si el tímpano está inflamado, y, sobre todo, denudado, no debe pasar de uno á dos minutos la aplicación tópica.

La anestesia de las paredes del conducto auditivo externo tarda de cinco á diez minutos. La ventaja de este anestésico, sobre todo para las operaciones de la caja del tímpano, además de su fácil manejo, limitable á partes reducidísimas, es su extraordinario poder anti-séptico.

JABON ANTISEPTICO LIQUIDO

La objeción principal que los cirujanos oponen al jabón de éter líquido es la sequedad que produce en la piel. P. Antoine acaba de darnos á conocer la fórmula de un jabón líquido antiséptico preparado sin éter, que, se afirma, deja suave el cutis después de usarlo. Hace este jabón añadiendo potasa cáustica (50 gm.) en una disolución fuerte acuosa, á un pequeño exceso de aceite de almendras (200 gm.) y glicerina (100 gm.), incorporándole después 700 c. c. de agua destilada por digestión en un baño-maría á 60°-70° C., por espacio de veinticuatro á treinta y seis horas. En este estado se quita cuidadosamente una capa delgada de aceite no saponificada que flota en la superficie y cuya porción inferior es una gelatina espesa que contiene todo el ácido esteárico como estearato de potasa, y la mayor parte del ácido oleico como oleato; 900 gm. de jabón preparado así se digiere con 100 gm. de alcohol (en el que puede haber disuelto un antiséptico tal como B-naftol ó cualquiera esencia que se desee) por algunas horas á una temperatura de 60° C. Después de permanecer en reposo algunos días, cristales diminutos de estearato potásico se desprenden y pueden sacarse por filtración, siendo el producto perfectamente claro, líquido y homogéneo (*Union Pharm.*, 44, 52). No obstante lo dicho, debe observarse que un líquido empleado para fines quirúrgicos habrá de tener propiedades penetrantes, y á este respecto la preparación Antoine debe ser necesariamente muy inferior á la descrita por E. White (*P. J.* (4), 9, 296). Tampoco vemos la ventaja de emplear aceite de almendras y glicerina en lugar de ácido oleico.

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FLUIDO PARA EMBALSAMAR

Un buen fluido de esta clase se prepara mezclando partes iguales de 95 por ciento de alcohol, cristales de ácido carbólico y glicerina. La técnica es simple. Escójase una arteria, la carótida común es preferible, é inyéctese el fluido con un aparato apropiado, con el cual puedan aplicarse doce libras de presión sobre un espacio en cosa de una hora. Una jeringa de pera ordinaria servirá para el caso, ó bien un cubo ó vaso cualquiera, el cual se cuelga á la altura de algunos pies del lugar en que yace el cadáver para forzar el fluido por gravedad. Si se intenta conservar el cuerpo por mucho tiempo, se vigilará por algunos días, y si en alguna parte revelase señales de descomposición, se le inyectará en la misma una solución de un 25 por ciento de formalina. Si se hace la operación con esmero se conservará el cadáver por tiempo indefinido. Si se emplease la presión por gravedad, se tendrá presente que el acto necesitará de diez á doce horas en lugar de una hora cuando se emplea la fuerza. Si las paredes arteriales estuviesen afectadas, adelgazadas ó contuviesen roturas, el embalsamamiento tendrá que fracasar en parte, y en tal caso se echarán mano de inyecciones profundas locales de formalina al 25 por ciento, y después que

se han extirpado las entrañas internas se llenarán las cavidades con aserrín empapado en una solución de formalina. Si la presión causase la rotura de los capilares en la región de la cara antes de terminar el embalsamamiento, se embutirá la boca, nariz y órbitas con algodón hasta que cese el goteo. Se necesitarán de seis á ocho cuartillos del fluido.

El Permanganato de Potasio como Antídoto Específico en la Intoxicación de Morfina y Opio.

El Dr. S. A. Finkelstein, de Kieff, dice que no se ha prestado la debida atención al permanganato de potasio como antídoto para el envenenamiento agudo de opio y morfina. Las obras más recientes sobre farmacología se ocupan principalmente en el tratamiento sintomático y en la administración de atropina. Tappeiner, Kohler y otros han expresado graves dudas acerca del antagonismo de la atropina y morfina, que es puramente especulativo. Está todavía por resolver si el estímulo de la respiración y el aumento de presión de la sangre producidos por la atropina, son debidos á la acción de esta droga sobre el centro respiratorio y el centro vasomotor de la medula oblongata, ó son los resultados de su acción en las ramificaciones del nervio vago en el corazón y los pulmones. W. Moor, de New York, ha dado cuenta de 71 casos de intoxicación morfínica que fueron tratados con notable éxito por medio del permanganato de potasio. Las dosis que se emplearon consistían en 30 á 60 mínimos de una disolución en agua de tres á cuatro por ciento administradas subcutáneamente hasta observarse mejoría. Internamente debería darse en dosis de cuatro granos de permanganato de potasio para cada tres granos de morfina que se tomen, y por cada una onza de infusión de opio se darán seis granos de permanganato de potasio. A ser desconocida la cantidad de veneno, entonces se darán de ocho á diez granos de permanganato de potasio en un vaso de agua y se lavará el estómago con una solución floja de la misma sal. El autor da cuenta del siguiente caso en el que empleó el tratamiento Moore: «Una joven había tomado un gramo de hidrocloreto de morfina una hora y media antes de la llegada del médico y se la halló sin conocimiento, pálida, con espumarajos en los labios, tendida y absolutamente relaxa. Su respiración era lenta, fatigosa, semejante al tipo Cheyne-Stokes, ocho por minuto; el pulso era lento, 36 por minuto, pequeño é irregular. No había reflejos presentes, las pupilas muy contraídas é insensibles á la luz. En el suelo, junto á ella, se halló el pomo con el resto de la solución. Se le inyectó debajo de la piel un gramo de una disolución al cuatro por ciento de permanganato de potasio. Después de diez minutos hubo de notarse una buena mejoría. El pulso y la respiración se volvieron más rápidos y regulares. A la media hora repitióse la inyección, y tres horas después la mejoría era tan marcada que se pudo dejar sola á la paciente.» No cabe dudar de que en este caso el antídoto del Dr. M

Tres colaboradores de la G doctores Sprague, McIntire y Wh que no hay peligro en la ingestión de ácidos de tomar calomelanos. Habían sostenido siempre que esta combinación resultaría forma del cloruro del mercurio más a uro, mado comunmente sublimado c que por supuesto, muy ponzoñosa. Se pruebas de que esta teoría e

NOTAS DE NUEVOS REMEDIOS

CHIFERRIN ó CHINAFERRIN es una nueva preparación de hierro, que, aparte de hierro orgánico, contiene los principios activos de la corteza de cincona y condurango.

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GUAYAQUÍN EN INFARTOS GLANDULARES. — El Guayaquín (bisulfonato de quinina quaiacol) ha sido recomendado para las formas de infartos glandulares, incluyendo la simple hipertrofia de las glándulas, parotitis aguda, tonsilitis folicular, etc.

**

HELMITOL es una combinación de urotropina y ácido cítrico anhidrometileno. Lo constituyen cristales incoloros solubles en agua, casi insolubles en alcohol y absolutamente insolubles en éter. Empléase como antiséptico urinario, y se dice que es superior á la urotropina.

**

HIDROCLORATO DE EUFTALMINA es una sal de metilvinil, oxitolual-diacetonalkamina. Se presenta como un polvo cristalino incoloro, muy soluble en agua fría, y véndese en soluciones al 10 por ciento. Según Vossius, empléase como midriático en soluciones al 2 por ciento. El efecto es moderado á los 20 á 30 minutos de instilar dos ó tres gotas de la solución, y desaparece enteramente al cabo de dos ó tres horas. A la instilación de esta droga no sobrevienen dolor ni malos efectos subsiguientes. La acomodación del ojo no se altera con una solución al 2 por ciento. El remedio es particularmente apropiado para casos oftálmicos. Schneider de Göttingen emplea una solución al 5 por ciento (Peters, *Die Neuesten Arzneimittel*, 1903, p. 123).

**

HETOL EN LA TUBERCULOSIS PULMONAL Y LARINGEA. — El Dr. H. Krause (*Berliner Klinische Wochenschrift*, octubre 20) recomienda este remedio como inofensivo y fácil de administrar, especialmente en casos de alguna duración. No se advirtieron resultados desfavorables como consecuencia del tratamiento. En algunos casos decreció la fiebre al cabo de una semana, cesaron los sudores, disminuyó la expectoración, sobreviniendo general mejoría. En algunos casos serán necesarias inyecciones intravenosas de la droga dando lugar á una leucocitosis en el sitio de la inyección. La administración de la droga induce siempre la leucocitosis. El autor informa acerca de veintiún casos tratados con este remedio de los cuales curaron cuatro, trece mejoraron mucho y cuatro sólo muy poco.

**

UROL consiste en dos moléculas de úrea y una molécula de ácido quínico, cuyas dos substancias han sido altamente recomendadas por estimular la excreción de ácido úrico. En la urosina el ácido quínico está combinado con el litio y ambos en cuanto el último está liberado por la combinación del ácido quínico con el ácido úrico, se combinan con el último volviéndolo soluble y estimulando su secreción. Este procedimiento puede aplicarse al urol aún con mayor motivo que con la urosina. La experiencia de Von Noorden nos revela que las ventajas teóricas del urol están comprobadas en la práctica. Administró de 2 á 5 gramos de la droga al día, una mitad temprano por la mañana y antes de almorzar, la otra mitad por la tarde al ir á acostarse, disuelto en 200 gramos de agua caliente. El

remedio se soporta bien en esta forma sin causar trastornos gástricos. Cuanto á las experiencias de Von Noorden los resultados han sido altamente satisfactorios.

**

LA ACCIÓN DE LA UROSINA. — La urosina ó quinato de litio, ha sido estudiada recientemente por Kuebbel, de Viena (*Deutsche Aerzte-Zeitung*, 1902, No. 1, p. 4), habiendo logrado con este remedio que los ataques de gota desapareciesen en un tiempo relativamente corto, tanto los agudos como los crónicos. En el cólico renal como en la piedra, la urosina aumentó la expulsión de piedras que pasaban con la orina, disminuyendo al mismo tiempo su tamaño. Durante un abceso de gota, el autor administra, en los casos agudos, de seis á diez obleas conteniendo cada una 7½ granos de quinato de litio. Después de pasado el ataque se le da al paciente de cuatro á seis obleas diariamente por espacio de algunas semanas. En la gota crónica, se administra la urosina durante meses, cuidando de suspender la dosis á intervalos de unos pocos días, cuyos se aumentan gradualmente.

**

ARISTOCHIN es un compuesto de ácido carbónico y de quinina y contiene 96 por ciento de quinina básica. Es soluble en ácido hidroclórico diluido y no se precipita al disminuir la acidez de la disolución. Causa la eliminación de cantidad considerable de quinina en la orina y á este respecto es superior á la saloquinina, aproximándose á la euquinina. Pero la eliminación no iguala, con todo, lo que sigue á la administración de hidrocloreto de quinina en cantidades iguales. Stursberg ha empleado la droga en dieciocho casos de tos ferina, en niños de cinco meses á seis años de edad, sin que se presentaran vómitos ni otros malos efectos. En un niño de seis meses sobrevinieron ataques eclámpicos á la administración de un grano, tres veces al día, por varios días. No se obtuvieron resultados en cosa de la mitad de los casos, mas en el resto, los resultados fueron muy satisfactorios. La dosis para niños de menos de un año, fué de uno á dos granos, tres veces al día, para niños de más de un año, hasta cinco granos. — (*Muenchener Medizinische Wochenschrift*, 1902, No. 45).

**

EL ATOXIL EN LAS AFECCIONES CUTÁNEAS. — Schild (*Dermatologis des Zeitschrift*, abril de 1902) anuncia una serie de experimentos con atoxil, el nuevo compuesto arsenical, en enfermedades de la piel. Este remedio es un polvo blanco, inodoro, ligeramente salino al gusto, soluble en agua caliente en la proporción de al 20 por ciento y contiene 3-69 por ciento de arsénico. Inyecciones hipodérmicas de una disolución de atoxil al 20 por ciento se emplearon en enfermedades crónicas tales como alopecia areata, dermatitis exfoliativa, exantema de los diabéticos, psoriasis y empeine, variando la dosis inyectada entre 0.012 gm. y 0.025 gm. No fué feliz el tratamiento de la alopecia, ni tampoco el de la dermatitis exfoliativa. No obstante en la dermatitis herpetiforme se realizaron curaciones rápidas. En exantema se manifestaron los efectos al empezar la cuarta inyección, desapareciendo la erupción enteramente á la vigésima segunda. En tres casos de psoriasis no se dejó sentir el efecto de la droga hasta la quinta ó sexta inyecciones, pero no se realizaron curas completas. De catorce casos de empeine, tratados de la manera indicada, se habían curado nueve al tiempo

de escribir, y los otros cinco estaban en camino del restablecimiento. En quinientas inyecciones administradas no sobrevino irritación ó induración en ninguna.

**

EUKINASSE Y PANKREOKINASSE.—Hallion y Carrión (*Nouveaux Remèdes*, enero 26 de 1903) publican un estudio acerca de la acción de estas dos preparaciones fermentos, con las cuales aplican los descubrimientos de Pawloff al tratamiento de las enfermedades del tubo digestivo. Aquel y sus partidarios establecieron el hecho de que si bien los jugos pancreáticos pueden ser para todos fines y objetos normales, también pueden ser ineficaces para dirigir los proteidos. La tripsina de este jugo que se había creído siempre que poseía el poder para digerir los proteidos así como salen del estómago, no puede obrar sin haber sido antes, «puesta en juego,» por decirlo así por otro fermento, entorokinasse, el cual apronta la mucosa duodenal. Después de numerosos experimentos los autores obtuvieron dos productos, eukinasse y pancreokinasse, que presentan como corolario terapéutico á la obra de Pawloff. El primero se extrae de la membrana mucosa duodenal y consiste en un polvo amarillento conteniendo en una forma activa el fermento de Pawloff, enterokinasse. El segundo es una combinación de eukinasse con pancreatina. Los autores demostraron experimentalmente que los resultados obtenidos por Pawloff con enterokinasse pueden reproducirse con los dos productos por ellos obtenido. Recomiendan el empleo de estos remedios en las varias afecciones intestinales, primarias ó secundarias, e. g., en dispepsias intestinales. Creen que el eukinasse es la preparación eupéptica mejor y más racional para dolencias de los intestinos, puesto que permite ó facilita el empleo del jugo pancreático para fines digestivos. El pankreotokinasse llena todas las indicaciones por combinar las propiedades del eukinasse con las de la pancreatina. La mejor manera de recetar estos remedios es ponerlos en cápsulas de glutol ó mezclarlos con pasta de gluten, la que después de desecar forma una especie de masa granular. En esta última forma es fácil administrar el eukinasse á los niños que no pueden tragar cápsulas y en quienes recurre con frecuencia la enteritis.

PARRAFOS DE INTERES COMERCIAL

— **LAS PINTURAS TIPO** que fabrica la tan conocida y acreditada casa de John W. Masury & Son, de Nueva York y Chicago, son pinturas permanentes y resisten las influencias climatológicas y la intemperie. Pídanse cotizaciones y lista de precios á los fabricantes y hágase mención del *AMERICAN DRUGGIST*. La casa tiene también un número de excelentes especialidades.

**

ESPARADRAPO LIQUIDO A PRUEBA DE AGUA DE CARPENTER.—Es un emplastro antiséptico invisible, flexible y á prueba de agua, de un valor inapreciable para las familias para la curación de heridas, cortaduras, etc. Al por menor se vende á 10 centavos tamaño de tocador, y 25 cents. tamaño para médicos. Para mayores informes y precios para la exportación, dirigirse á la Carpenter Chemical Co., Detroit (Mich), E. U. A.

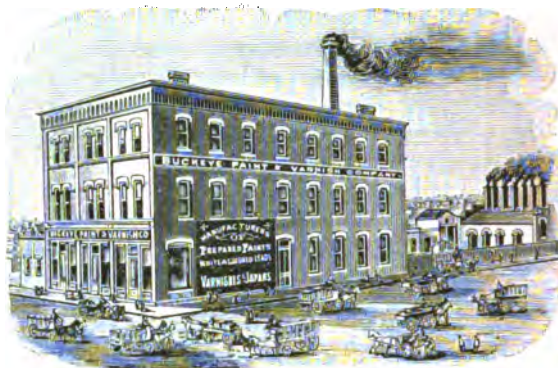
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— **LAS VITRINAS Y ESCAPARATES** que se verán ilustrados en el anuncio de la Reid Manufacturing Co., de Detroit (Mich.), representan un empleo de dinero provechoso, porque por su medio se pueden exponer á la vista del público de una manera tan ventajosa los artículos, que induce seguramente á los compradores

hacerse con algún efecto que de otra manera no hubiesen pensado en comprar. Las vitrinas que fabrica esta compañía han dado alta satisfacción. Será acertado indagar precios y pormenores.

**

THE BUCKEYE PAINT AND VARNISH CO.—Damos aquí la ilustración de la Buckeye Paint and Varnish Co., de Toledo (Ohio). Esta compañía fabrica un renglón de pinturas preparadas á punto de darse, que tienen mucha salida en los Estados Unidos. También tienen un surtido de barnices, y en efecto, casi todos los artículos relacionados con el ramo de pinturas. Los efectos que llevan su marca están garantizados como duraderos y permanentes. Los tratantes que comercien con estos artículos hallarán que dejan



provecho y les tendrá cuenta tener existencia de ellos. Pidan el catálogo á los fabricantes, precios y el descuento especial para la exportación mencionando el *AMERICAN DRUGGIST*.

**

— **LOS POLVOS DE TALCO ABORATADO DE MENNEN PARA EL TOCADOR**, son muy útiles para los países cálidos, puesto que alivian las afecciones cutáneas, el encurtido del sol, las escaldaduras y erupciones ocasionadas por el calor extremado. Son igualmente valiosos para la excesiva transpiración de los pies, llagas y vejiguitas. Suprimen el mal olor de la transpiración y curan la causa. Téngase cuidado en procurarse los legítimos polvos, por haber en el mercado imitaciones nocivas. Los fabricantes proporcionarán materia impresa para reclamo, de balde para distribuirse. Para precios y condiciones, dirigirse á la Gerhard, Mennen Co., Nework (N. J.).

**

— **EL COLORANTE MAGICO HABER** cambia el color del cabello en sólo dos aplicaciones. Se asegura que es preparado de productos puramente vegetales y no entra en él azúcar de plomo, azufre ó materias químicas. Para que pueda apreciarse el valor de este colorante, el fabricante ofrece *enviur de balde* un cuarto de docena de pomos, tamaño grande, de balde para distribuirse, que quiera pagar los gastos de transporte. Basta escribir al fabricante A. T. Haber, 211 East Broadway, Nueva York, para recibir los efectos en las condiciones dichas y materia de anuncios.

**

— Damos aquí una ilustración de un molino para drogas, muy barato y al mismo tiempo muy eficaz para moler drogas secas húmedas y gomosas, y que sirve igualmente para moler maíz para tortillas. Los fabricantes son los señores A. W. STRAUB & Co., No. 3737 Filbert St., Filadelfia (Pa.), U. S. A., quienes ofrecen este molino á un precio tan módico como \$3.20, libre á bordo en Nueva York. Hace años que es conocido y presta servicio en los Estados Unidos. Su construcción sencilla, pero fuert eficaz en el funcionamiento, lo hacen un aparato indestructible.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

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PARA EL AUMENTO DEL COMERCIO CON HISPANO-AMÉRICA. — No obstante la diferencia en el lenguaje y en las costumbres, hay mucho de común entre nuestro pueblo y el sud-americano. Sus intereses comerciales en particular se llevan á cabo en idénticas condiciones que los nuestros, y á cultivarse mayores relaciones su comercio habría de ensancharse mucho más de lo cual resultarían mayores beneficios. El AMERICAN DRUGGIST está empeñado en la honrosa labor de establecer relaciones más íntimas entre las tres Américas, y sólo desea tener ocasión de suministrar á sus lectores inteligencias é informes de carácter comercial, sin remuneración alguna.

El AMERICAN DRUGGIST Y PHARMACEUTICAL RECORD se publica dos veces al mes, y es reconocido como autoridad en aquellas materias relativas al mercado de drogas de los Estados Unidos. Aquellos de nuestros lectores que desearan comprar ó vender hallarán en las varias secciones de este periódico fuente segura de información que podrá ahorrarles muchos pesos al correr del año. Debería leerse con regularidad y consultar la lista de precios que publica. Nueva York es el mercado de drogas más importante del hemisferio occidental, y el comercio en este ramo debería estar siempre en contacto con él. Teniendo nosotros facilidades para entendernos en el idioma español, suministraremos los datos é informes que se nos pidan en esa habla.

EL SECRETO DEL RADIUM

SEGUN informes recibidos recientemente por cable, el profesor Curie, de París, cuyo nombre tanto como el de Mme Curie, su esposa, son tan conocidos entre los químicos del mundo entero por sus trabajos sobre el aislamiento y estudio del *radium*, ha demostrado que éste posee propiedades extraordinarias para la emisión continua de calor sin combustión, sin cambio químico de ninguna clase y sin alteración en su estructura molecular, que permanece espectroscópicamente idéntica después de muchos meses de continua emisión de calor.

Ha encontrado aún más, que el *radium* conserva su propia temperatura á 1.5 grados centígrados mayor que la de sus alrededores. Esto equivale á decir que la cantidad de calor efectivo desarrollado es tal que la sal de *radium* pura, derretiría más de su propio peso de hielo cada hora, ó que media libra de *radium* desarrollaría en una hora igual cantidad de calor que la que se obtendría quemando un tercio de pié cúbico de gas hidrógeno, verificándose este desarrollo de calor constantemente por un período indefinido, permaneciendo el elemento después de muchos meses de trabajo activo tan potente como al principio.

El mundo así conoce ya una sustancia que puede desarrollar suficiente calor para hacer subir el mercurio en el termómetro á 2.7 grados Fahrenheit, y que puede mantenerse indefinidamente sin ninguna compensación visible del elemento que produce el calor. No debe suponerse, sin embargo, que se haya descubierto el movimiento continuo. Los físicos no dudan que el efecto dado á conocer por M. Curie tenga su causa, y la investigación de dicha causa se considera de gran importancia para lo futuro.

No sabemos porque el *radium* manifiesta fenómenos tan notables. Sir William Crookes ha intentado explicarlo reviviendo una teoría que él sometió á la «British Association» para el desarrollo de las ciencias, en su discurso presidencial en 1898; pero su explicación no aclara el secreto. Hablando de los cuerpos radio-activos acabados de descubrir entonces por M. y Mme Curie, llamó la atención sobre la gran cantidad de fuerza encerrada en el movimiento molecular del aire tranquilo á la presión y temperatura ordinarias, que según los cálculos del Dr. Johnstone Stoney ascienden á unos 140,000 *foot pound* (libra elevada un pié en un segundo), en cada yarda cúbica de aire; y deducía que los cuerpos radio-activos de elevado peso atómico pudieran surtir de este depósito de fuerza activa de

una manera algo semejante á la que supuso Maxwell cuando inventó su célebre «Demons» para explicar un problema semejante. Crookes sugirió que la estructura atómica de los cuerpos radio-activos es tal que les permite arrojar las lentas moléculas del aire con poca pérdida de fuerza, mientras que los proyectiles de movimiento rápido se detienen reduciendo su fuerza y aumentando la contraria.

Un movimiento tal de las rápidas moléculas es bien común y se efectúa en los líquidos cuando se evaporan al aire libre. La fuerza así obtenida por los cuerpos radio-activos, elevaría su temperatura, mientras que haría bajar la del aire que les rodea. Según esta teoría el *radium* dejaría de exhibir sus propiedades peculiares en el vacío completo.

Parecería que en casi todas las ciencias los grandes descubrimientos ocurrirían por siglos, y en la física y en la química estamos atravesando una era de descubrimientos que según las apariencias exigen una reconsideración de las teorías aceptadas sobre la constitución de la materia y la formación de las combinaciones químicas. En cuanto al *radium*, puede ser que el mundo gane cuando se descubra la causa de su energía; pero, después que se haya podido obtener el modo de aislarlo en cantidad apreciable, no tropezaremos con la misma dificultad que desconcertó á los que buscaban un disolutivo universal — la falta de algo en que guardarlo.

Nuestros lectores españoles que conozcan la lengua inglesa leerán con interés la relación de la lectura sobre sustancias radio-activas publicadas en el AMERICAN DRUGGIST, de marzo 23, al que se hace referencia en un editorial del mismo periódico.

LA SITUACION ACTUAL DEL ACEITE DE HIGADO DE BACALAO

HEMOS conservado á nuestros lectores bien informados respecto á las fluctuaciones del valor del aceite de hígado de bacalao en el mercado. El precio del aceite por cantidad ha llegado hasta \$120 y aunque recientemente ha habido una reacción, la condición actual del artículo es tal que se espera la continuación de los altos precios.

La situación pasada ha sido la más improductiva en la historia de la pesquería en la Noruega, atribuyéndose en parte la escasez de la pesca y la disminución de cantidad de aceite obtenida á la invasión de las focas, enemigo natural del bacalao en esos mares. Jamás, según los informes de los refinadores, han sido tan enjutos los hígados como en la actualidad, y por consiguiente, la producción del aceite ha sido mucho más reducida. Los efectos de la escasez de la producción empiezan á manifestarse en otros sentidos además del de la subida del valor del aceite en el mercado. El aceite inferior de Newfoundland está encontrando me-

jor salida aquí, habiéndose aumentado notablemente la demanda por esta clase durante las últimas semanas. Hay sin embargo graves objeciones respecto á la sustitución no autorizada del aceite de Noruega por el de Newfoundland, pues es bien sabido que gran cantidad del aceite de Newfoundland del mercado es muy impuro; — lo que nos hace observar que los productores de aceite de Newfoundland están perdiendo la mejor oportunidad que pudiera presentárseles de entrar en activa competencia con los productores de la Noruega, ofreciendo un aceite de pureza garantizada.

Sin decir nada de una manera ó de otra, con respecto al valor medicinal del aceite de hígado de bacalao — ya sea de Noruega ó de Newfoundland — lo que es aún una cuestión no decidida entre los terapéuticos, es justo observar que cualquiera que sea la reputación adquirida por el aceite como agente curativo se debe al uso del aceite de Noruega. En la actualidad hay gran diferencia entre el precio del aceite legítimo de Newfoundland y del verdadero aceite del mercado es de clase muy dudosa. Es la clase generalmente conocida con el nombre de aceite de «costa» y de «playa» compuesto de infinidad de mezclas de aceites de distintas variedades de bacalao y de foca. Estará demás agregar que la venta de tal clase de aceite debía estar prohibida. Pero lo que es más grave aún y que debía castigarse como procedimiento criminal es la costumbre de rellenar los barriles vacíos de aceite de hígado de bacalao de Noruega con el aceite adulterado ó mezclas de esta con el aceite legítimo de Noruega. Que tal cosa se hace está fuera de duda. Hay un tráfico establecido en la venta de barriles vacíos de aceite de Noruega, y no hace mucho que una casa importante de New York rehusó un cargamento de unos treinta barriles que le fueron remitidos como aceite legítimo de Noruega, por haber descubierto que el aceite era de una composición que no podía determinarse con precisión, aunque parecía que predominaba el aceite de foca.

Como están las cosas al presente convendría que todos los farmacéuticos detalladores examinaran cuidadosamente todo el aceite que compren como legítimo de Noruega. La Farmacopea de los Estados Unidos establece ciertas pruebas para descubrir la presencia de cuerpos extraños en el aceite de hígado de bacalao, y en particular una de estas pruebas, una muy positiva, puede ser fácilmente aplicada por el farmacéutico detallador. Consiste en poner de ... del aceite que ha de examinarse en un vaso dejando correr por el aceite dos ó tres gotas de nitrógeno húmedo. En el punto de contacto se un color rojo, y al agitar la mezcla con una varilla de vidrio este color se pone más brillante cambiando á amarillo de limón, cuyo color se mantiene si es legítimo. Si el aceite está adulterado con aceite de foca ú otra clase de bacalao los cambios serán diferentes.

PRESCRIPCIONES Y FORMULAS

En una reunión recientemente verificada de la Asociación Farmacéutica, de « Glasgow y West of Scotland, » el Sr. D. Black presentó varias prescripciones en las que se emplea la adrenalina, indicando la mejor manera de mezclarla en cada fórmula:

Núm. 1

Hidroclorato de cocaína.....	45 centigramos
Solución de adrenalina.....	450 »
Iodo.....	20 »
Agua de laurel.....	600 »
Glicerina q. s.....	30 gramos

Esta fórmula es absolutamente incompatible, pues se precipita el yoduro de cocaína. Pudiera ser útil omitiendo el hidroclorato de cocaína. La dificultad estaría en disolver el iodo; el autor no pudo obtener la completa disolución del iodo en la glicerina en cuarenta y ocho horas. Con 30 centigramos de yoduro de potasio se efectuó la disolución en pocos minutos.

Núm. 2

Solución de cloruro de adrenalina..	600 centigramos
Acetato de plomo.....	50 »
Aceite esencial de rosas.....	20 »
Solución de boroglicerina en agua de rosa al 10%, agréguese.....	240 gramos

Hágase el colirio.

Esta fórmula produce una solución perfectamente clara al principio; pero después de algunas horas de reposo se forma un precipitado rojizo, debido á alguna reacción entre la adrenalina y el acetato de plomo.

Núm. 3

Acido bórico pulverizado.....	300 centigramos
Solución de adrenalina.....	300 »
Lanolina, agréguese.....	30 gramos

Esta fórmula puede prepararse fácilmente frotando el ácido bórico con la lanolina en una loza y agregando después la solución de adrenalina; pero toma un poco de tiempo. Un procedimiento más fácil y probablemente mejor es calentar la lanolina hasta que se derrita, agregarle entonces la adrenalina y frotarla con el ácido después.

Núm. 4

Hidroclorato de cocaína.....	50 centigramos
Solución de cloruro de adrenalina..	300 »
Agua.....	200 »

Para uso externo. Aquí la cocaína fácilmente se disuelve en 100 centigramos de agua, se le agrega después la solución de adrenalina y se completan los 200 centigramos agregándole agua. Se obtiene una solución perfectamente clara.

Núm. 5

Hidrobromato de himatropina.....	5 centigramos
Hidroclorato de cocaína.....	10 »
Cloretona.....	25 miligramos
Solución de cloruro de adrenalina..	600 centigramos

La única dificultad es que la cloretona requiere mucha cantidad de agua para disolverse, necesitándose una proporción como de 1 á 400. Reduciéndola á un polvo muy fino y triturándola en un mortero de cristal con la solución de adrenalina, se obtiene una solución muy clara en menor tiempo calentando la cloretona

con la solución de adrenalina en un tubo de prueba; pero esto no es conveniente, pues despiden un olor á alcanfor, debido probablemente á la descomposición de la cloretona.

Núm. 6

Protargol.....	50 centigramos
Solución de adrenalina.....	150 »
Agua destilada, agréguese.....	30 gramos

Se tritura el protargol en un mortero de cristal con 24 gramos de agua hasta que se disuelva, se agrega la adrenalina, y por último, agua hasta completar el volumen marcado.

Núm. 7

Solución de cloruro de adrenalina..	12 gramos
Cloretona.....	30 centigramos
Solución de boroglicerina en agua de rosa doble, al 5%, agréguese.....	240 gramos

La cloretona se disuelve sin dificultad por medio de la trituración con la solución de boroglicerina.

ENVENENAMIENTO

POR EL ACIDO CARBOLICO

El Dr. G. G. Marshall anuncia en el *Medical Record*, un caso de envenenamiento por ácido carbólico, siendo la víctima un hombre de edad que estaba enfermo en cama. El enfermero inyectó en el recto una mixtura que suponía ser de aceite de olivas y glicerina, y el paciente quejóse inmediatamente de una sensación como de punzadas vivas; descubriose entonces la equivocación, habiéndose administrado cosa de una onza de ácido carbólico y apresuróse el enfermo á irrigar el intestino con dos litros de agua; al retorno de ésta despedía fuerte olor de ácido y quemaba la piel. Cinco minutos después el enfermo empezó á perder el conocimiento y las fuerzas, y en situación tan crítica recordó el enfermero que el alcohol es un antídoto é introdujo de él cuatro onzas mezcladas con cuatro de agua en la parte alta del intestino y después agua en abundancia con leche. El autor vió al enfermo tres cuartos de hora después del accidente, ayudando á lavar nuevamente el intestino con alcohol y agua, cosa de seis onzas de cada uno, repitiéndose esta irrigación una vez, y después de ella otra de leche. También se administró estricnina y digitales siguiendo inyecciones hipodérmicas de coñac, juntamente con nitroglicerina. La piel se mantenía fría y húmeda, y decidióse darle atropina para estimular el corazón, lo que no se logró de momento; finalmente notóse un ligero temblor en la arteria radial, induciendo á repetir la inyección hipodérmica de coñac; una hora después era perceptible el pulso, aumentando gradualmente los síntomas favorables. Durante los dos días siguientes se dieron nuevas inyecciones de estricnina para mantener el pulso, cobrando el paciente las fuerzas muy lentamente. En la orina observóse un color humoso al día siguiente, que continuó unas treinta y seis horas. A los cinco días del accidente hallábase el enfermo en el estado de antes.

TINTA CARMÍN PARA DIBUJAR PERFECCIONADA.
— Tritúrese carmín 1, con una disolución de acetato de amonio 15 y agua destilada 15 en un mortero de porcelana y déjese reposar la mixtura por algún tiempo. Filtrese y añádanse unas gotas de jarabe simple para dar á la solución la consistencia requerida.

Algunas Preparaciones Farmacéuticas de Aceite de Hígado de Bacalao *

EMULSIÓN DE ACEITE DE HÍGADO DE BACALAO, DE GAY. — Aceite de hígado de bacalao, 500; azúcar, 190; goma acacia, 5; goma traganto, 5; infusión de café, 200; ron, 100. Mézclese el azúcar y las gomas. Agítase el aceite con el café. Agréguese una parte de este líquido á los polvos en un mortero y frótese hasta que se forme una emulsión, agréguese entonces el ron, y por último, los aceites. Emulsióñese por trituration.

EMULSIÓN DE ACEITE DE HÍGADO DE BACALAO AMERICANA. — Aceite de hígado de bacalao, 800 grm.; decocción de musgo de Irlanda (1.20) 500 grm.; jarabe de tolú, 250 grm.; esencia de curazao, 2 grm.; aceite de limón, 1 grm.; aceite de cilantro, 5 gotas; aceite de anís estrellado, 2 gotas; agua para completar 1600 grm. Agréguese el aceite gradualmente á la decocción de musgo de Irlanda; después el jarabe, y por último, los ingredientes saporíferos, previamente disueltos en un poco de alcohol.

EMULSIÓN DE ACEITE DE HÍGADO DE BACALAO CON HIPOFOSFITOS DE DURST. — Aceite de hígado de bacalao, 250 grm.; goma traganto, 1 grm.; sacarina, 0.2 grm.; bicarbonato de soda, 0.1 grm.; yema de dos huevos; tintura simple de benjuí, 3.5 grm.; cloroformo, 2 grm.; aceite de almendras amargas, 10 gotas; alcohol, 10 grm.; hipofosfito de sodio, 10 grm.; hipofosfito de calcio, 10 grm.; agua suficiente para completar 500 grm. Disuélvase la sacarina en unos 150 grm. de agua por medio del bicarbonato de soda. Frótese un poco del aceite con la goma, la yema del huevo y un poco de agua, agréguese gradualmente los otros líquidos, el aceite y el agua alternativamente, emulsionando completamente después de cada adición. Por último, agréguese los hipofosfitos previamente disueltos en un poco de agua, y complétense los 500 grm. con este líquido.

EMULSIÓN DE ACEITE DE HÍGADO DE BACALAO CON CHOCOLATE. — Decocción de musgo de Irlanda (1.20), 150; aceite de hígado de bacalao, 250; glicerina, 60; polvo de cacao, 30; esencia de vainilla, 0.50. Frótese el polvo de cacao con la decocción, caliéntese la mezcla, agréguese el aceite y la glicerina y emulsióñese con yema de huevos.

ACEITE DE HÍGADO DE BACALAO DE KREITCHY. — Aceite de hígado de bacalao, 500; café acabado de tostar, 20; carbón animal, 20. Caliéntese todo junto á 60° C. en una redoma por quince minutos. Déjese reposar por varios días y fíltrese.

ACEITE DE HÍGADO DE BACALAO DE DUQUESNEL. — Aceite de hígado de bacalao, 150; aceite de eucalipto, 2. Mézclese.

ACEITE DE HÍGADO DE BACALAO IODURADO DE DIETERICH. — Aceite de hígado de bacalao, 100; iodo, 1; cloroformo, 2. Frótese el iodo con un poco del aceite. Agréguese el cloroformo, después el resto del aceite y agítase hasta que se produzca un líquido claro.

ACEITE DE HÍGADO DE BACALAO IODURADO DE TOLLNER. — Tintura de iodo (1.10), 10; aceite de hígado de bacalao, 1000. Mézclese.

ACEITE DE HÍGADO DE BACALAO IODURADO CONCENTRADO DE REBOUL. — Frótese el iodo, 5, con aceite de hígado de bacalao, 250; póngase en una redoma y caliéntese en un baño-maría hasta que se efectúe la combinación del iodo, lo que se comprobará cuando deje de producirse el color azul al tratar un poco del aceite con la solución de almidón. Este aceite iodurado concentrado se usa como base para hacer las diluciones prescritas.

ACEITE DE HÍGADO DE BACALAO FERRUGINOSO. — La solución de cloruro de hierro se precipita con un exceso de la solución de benzoato de sodio. Este precipitado se recoge, lava y cuela y se mezclan veinte partes con benzoato de sodio suficiente para formar un polvo seco. Este polvo se frota con 100 partes de aceite de hígado de bacalao, por peso, y se calienta todo en un baño-maría á una temperatura que no exceda de 32° C. De este modo se disuelve el benzoato de hierro, mientras que la sal de sodio permanece insoluble y se separa por filtración. Esta solución del aceite que contiene como 2 por ciento de hierro se atenúa diluyéndola con aceite de 4 á 9 partes, para usos medicinales.

ACEITE DE HÍGADO DE BACALAO FERRUGINOSO DE DIETERICH. — Se disuelven 37.5 grm. de hierro dialisado en 200 c. c. de agua destilada. Se disuelven por separado 3.5 grm. de jabón blanco duro por medio del fuego en igual cantidad de agua. Se dejan enfriar, estas soluciones y se mezclan; después, el oleato de hierro que se precipita se lava y cuela hasta que se obtengan 20 grm. Se pone entonces en una cápsula con 5 grm. de cloruro de sodio y 100 grm. de aceite de hígado de bacalao y se calienta en un baño-maría, agitándose constantemente hasta que se disuelva el oleato de hierro. El producto se filtra. Contiene como un 2 por ciento de hierro y se diluye con el aceite de hígado de bacalao antes de usarlo.

ACEITE DE HÍGADO DE BACALAO FERRUGINOSO IODURADO. — (1) Se mezclan en un mortero 2 partes de limaduras de hierro, 4 de iodo y 40 de aceite de hígado de bacalao, agregándole un poco de éter y se tritura todo junto hasta que se obtenga una mezcla oscura. Se le agrega aceite de hígado de bacalao hasta completar 1000 grm. y se filtra. Contiene como 0.5 por ciento de ioduro de hierro. (2) Se ponen en una redoma 1.7 de iodo; 1 de limaduras de hierro; 1000 de aceite de hígado de bacalao dejándolas en contacto por ocho días y agitándolo de cuando en cuando. Fíltrese y agréguese 900 de aceite de hígado de bacalao. El producto contiene como 2 por ciento de ioduro de hierro.

ACEITE DE HÍGADO DE BACALAO DULCE. — Aceite de hígado de bacalao, 100 grm.; sacarina, 0.4 grm.; éter acético, 2 grm.; aceite de menta, 5 gotas.

EMULSIÓN DE ACEITE DE HÍGADO DE BACALAO CON EUCALIPTO. — Aceite de hígado de bacalao, 240 grm.; carbonato de sodio, 0.6 grm.; agua, 0.75 grm.; jarabe, 0.75 grm. Emulsióñese.

EMULSIÓN DE ACEITE DE HÍGADO DE BACALAO CON PEPTONA. — Aceite de hígado de bacalao, 160 grm.; azúcar, 160 grm.; gaulteria, 25 gotas; alcohol (90 por ciento), agua suficiente para formar 480 grm.

EMULSIÓN DE ACEITE DE HÍGADO DE BACALAO CON HIPOFOSFITOS DE CA

* *Schweizerische Wochenschrift für Chemie und Pharmacie.*

de bacalao, 150; hipofosfito de calcio, 3; glicerina, 25; agua, 75; goma arábica, 145. Emulsiónese.

EMULSIÓN DE ACEITE DE HÍGADO DE BACALAO CON QUILLAFÁ.—Aceite de hígado de bacalao, 200; glicerina, 30; tintura de quillafá, ; agua de laurel, 4. Emulsiónese.

EMULSIÓN DE ACEITE DE HÍGADO DE BACALAO CON REGALIZA.—Aceite de hígado de bacalao, 60; glicerina, 30; gliciricina, 3-5; agua suficiente para completar 120. Emulsiónese.

EMULSIÓN DE ACEITE DE HÍGADO DE BACALAO É HIPOFOSFITOS CON DEXTRINA.—Aceite de hígado de bacalao, 20 grm.; agua destilada, 60 grm.; glicerina, 10 grm.; goma arábica, 20 grm.; dextrina, 10 grm.; hipofosfito de calcio, 1 grm.; hipofosfito de sodio, 0.5 grm.; aceite de almendras amargas, $\frac{1}{4}$ de gota; aceite de limón, 1 gota.

ACEITE DE HÍGADO DE BACALAO SASONADO.—Aceite de hígado de bacalao, 100; agua de laurel, 15. Agítese todo junto y después sepárese y deséchese la capa acuosa.

ACEITE DE HÍGADO DE BACALAO Y PANCREATINA.—Aceite de hígado de bacalao, 150; agua, 50; extracto de malta, 200; raspadura de pancreatina soluble, 1; cloruro de sodio, 2; bicarbonato de sodio, 2. Disuélvanse las sales y la pancreatina en el agua. Mézclase el aceite y el extracto agregándole después la solución gradualmente.

Modo de Determinar la Presencia del Fenol

E. Barral emplea el siguiente procedimiento para descubrir el fenol en las sustancias medicinales. Se pone en una retorta tubular de 150 á 200 c. c. la sustancia que se va á examinar y que contenga aproximadamente de 0.20 á 0.3. gm. de fenol, con 75 c. c. de agua y 2-3 c. c. de H. C. L. Se procede entonces á la destilación hasta que se hayan obtenido de 40 á 50 c. c. de líquido destilado. Se ponen otros 40 ó 50 c. c. de agua en la retorta y se repite la destilación de la misma manera. Por lo general basta con estas dos destilaciones para separar todo el fenol; pero para comprobarlo, la segunda destilación debe ponerse aparte y hacer una tercera destilación á la que se agregará agua de bromo para comprobar si existe el fenol, y si fuese así será necesario proceder á una cuarta destilación. Cuando existe fenol en moléculas muy pequeñas estas pueden depositarse en el tubo del condensador ó en el recipiente. Cuando esto ocurre pueden removerse por medio de un chorro de agua. Las partes sólidas de fenol deben ponerse en un filtro alquitranado, lavarse con agua, secarse sobre H_2SO_4 y pesarse. De este modo se obtendrá el fenol insoluble. El líquido que queda después de este procedimiento se mezcla con agua de bromo, dejándolo reposar por veinticuatro horas, recogiendo el bromo-fenol que se precipita en un filtro alquitranado, cuyo precipitado después de secarlo bien, se lava con agua, se seca sobre H_2SO_4 y finalmente se pesa. La cantidad de bromo se determina de la manera usual para el bromuro de plata después de calentarlo hasta el rojo con cal. La diferencia entre $\frac{3}{8}\%$ del peso del bromo encontrado y el del bromo-fenol determina la cantidad de fenol soluble, suponiendo que el fenol se precipita como monobromo-fenol. Este peso agregado al peso del fenol insoluble da el total del fenol presente.—*Journ. Pharm. Chem.; Pharmaceutical Journal.*

Extracción de Cuerpos Metálicos del Estómago sin usar la cuchilla

S. Mayon (*Lancet*) ha encontrado que es posible extraer del estómago sin el uso de la cuchilla pequeños cuerpos metálicos que puedan ser atraídos por medio del imán. El aparato empleado consiste en un electroimán en conexión con la iluminación por los rayos X. El imán es de dos pulgadas de largo, cinco diez y seis avos de pulgada de diámetro, serpentado de la manera usual, con una fuerza de succión de cuatro onzas y conectado con una batería común de cuatro unidades. Este imán se coloca en un tubo esofágico común con un extremo abierto, ó mejor aún en un tubo con la superficie interior perfectamente lisa, de modo que el imán pueda correr fácilmente hacia arriba y hacia abajo, por medio de la tracción por los alambres de conexión. Se coloca un aro estrecho de plata en la parte exterior del tubo en el extremo esofágico, de manera que pueda verse fácilmente el extremo del tubo en el estómago por medio de los rayos X. El tubo que contiene el imán se introduce en el estómago, con preferencia bajo la acción de un anestésico. El tubo de los rayos X se coloca debajo del paciente que estará acostado boca arriba sobre un sofá, se excita el tubo y se pone el imán en contacto con la parte más conveniente del cuerpo metálico para extraerlo por el tubo. Se pasa entonces la corriente por el imán, y se dirige el cuerpo extraño hacia el tubo por medio de los alambres de conexión. Cuando el cuerpo extraño esté en el tubo como podrá verse por haber pasado por el aro de plata, se extraen á la vez el tubo, el imán y el cuerpo extraño. Pueden emplearse imanes y tubos de distintos tamaños, según el paciente y el tamaño del cuerpo extraño.

Preparación de la Epinefrina

Epinefrina es el nombre dado por J. J. Abel (*Johns Hopkins Hospital Bulletin*) al elemento constituyente de la glándula supra-renal que aumenta la presión de la sangre y se encuentra más ó menos impura en las varias preparaciones de adrenalina. Para prepararla empieza Abel con una solución acuosa concentrada de la glándula, picándola y mezclándola con agua ligeramente acidulada con ácido acético y extrayendo el jugo repetidas veces, y el extracto después de hervido se filtra y concentra. Se ponen 200 c. c. de éste en un cilindro elevado, agregándole 1.800 c. c. de alcohol absoluto, echándolo poco á poco y moviéndolo constantemente. Después de dejarlo reposar por algunas horas se separa el líquido alcohólico y se destila el alcohol disminuyendo la presión. De este modo se obtiene un sirope de color pajizo que al enfriarse se congela formando una pasta. Esta se disuelve en una solución amoniacal de cloruro de zinc, que se precipita con alcohol absoluto y se filtra el precipitado. El precipitado filtrado se vuelve á concentrar disuelto en el cloruro de zinc amoniacal y se precipita con alcohol. Los dos precipitados que son epinefrina en la forma de un compuesto de zinc se secan, reducen á polvo, se disuelven en ácido acético diluido, se tratan con hidrógeno sulfurado, se filtran y el residuo filtrado se concentra; y por medio de la amonía se precipita una masa cristalina que es la epinefrina impura, que puede purificarse volviéndola á someter á la solución ácida y la precipitación por el amonía. La sustancia tiene la fórmula siguiente $C_{10}H_{11}NO_3$.

NOTAS DE NUEVOS REMEDIOS

GLYCOSAL (mono-salicylic glicerina-ácida) es uno de los recientes sustitutos del ácido salicílico (*Merck's Jahresbericht*). Puede usarse en la forma de una solución alcohólica al 20 por ciento en cantidad de dos á cuatro onzas, aplicándose á la piel ó á la articulación inflamada. Esta droga es tan completamente absorbida en el sistema que aún después de 12 á 15 horas aparece el ácido salicílico en la orina. Se usa en las fiebres y para aliviar dolores de la misma manera que los otros salicilatos. Para uso interno se emplea en dosis de 750 á 900 centigramos al día para conseguir los mismos resultados que cuando se aplica exteriormente. Aunque hasta ahora no se ha observado ningún efecto tóxico tomándola interiormente, es preferible aplicarla por cualquiera otra vía que no sea la boca siempre que sea posible hacerlo. Un buen modo de usarla es por medio de inyecciones por el recto, por cuyo medio se han obtenido excelentes resultados en el reumatismo articular agudo. La manera de administrarla puede verse por las siguientes fórmulas:

Glycosal..... 50 centigramos

Divídase en 20 papelillos. Tómese un papelillo cada media hora ó cada hora hasta que se empiece á sudar. El papelillo debe tomarse en agua mineral.

Glycosal..... 30 gramos
Alcohol puro..... 120 "

Para aplicarse exteriormente en la articulación inflamada.

Glycosal..... de 4 á 10 partes
Mucílago de goma arábiga..... cantidad suficiente
Agua destilada, la necesaria para hacer 100 partes

Tintura de opio de cinco á veinte gotas para dos inyecciones. Agítase bien. Aplíquese inyectando por el recto de la manera usual.

NUEVOS ESTUDIOS SOBRE EL DORMIOL. — Baroch (*Allgemeine Medicinische Central-Zeitung*, 1902, No. 3) ha encontrado en estudios recientes sobre esta droga, que el dormiol ocupa un término medio entre el cloral y el hidrato de amilena, reuniendo las ventajas de ambos sin ninguna de sus desventajas. El dormiol es químicamente un dimetil, ethil-carbinol de cloral, en otras palabras, una combinación del hidrato de cloral y el hidrato de amilena en la forma de un fluido oleoso y sin color, de un sabor algo dulce. Los experimentos hechos con el dormiol en conejos á dosis distintas han demostrado que inyectando en la médula espinal una solución de un 50 por ciento produce una acción sedativa con ligera disminución de la sensibilidad. La acción tóxica se produjo con dosis de tres gramos ó más, en la proporción de un gramo por kilogramo de conejo,

CHELIDONINA. — Hondé llama la atención sobre los buenos resultados obtenidos con el uso de la chelidonina, extraída de la raíz de celandina en los tumores cancerosos, epitelioma y tumores malignos en general. La dosis recomendada es de 4 miligramos, tres ó cuatro veces al día. En casos en que la diatesis carcinomatosa haya sido de larga duración, la dosis diaria puede aumentarse hasta 20 ó 24 miligramos. — *Rev. Thérap. des Alcaloides, por la Rev. Méd. Pharm.*

ARHEOL.—Según Riehl (*Pharm. Centralh*, 44, 81) este alcohol $C_{15}H_{26}O$ se encuentra en el aceite de

sándalo comercial en cantidad que varía de 30 á 90 por ciento. Se asegura que tiene la misma acción terapéutica que el aceite de sándalo, sin los efectos perturbadores de éste sobre las funciones renales. En realidad se considera que es el principio activo del aceite de sándalo. Es un líquido aceitoso sin color que se prescribire con éxito en los casos de gonorrea, en la forma de cápsulas de á 3 granos, de las que pueden tomarse diez ó doce al día.

ANTIPIRINA BUTYLCHLORAL. — Este compuesto que tiene la fórmula $C_{15}H_{17}ON_2Cl_3$, se presenta en la forma de cristales amarillosos que se disuelven á una temperatura de 70° á 71° C. y puede sublimarse. Se frota en un mortero 10 grm. de hidrato de butylchloral con grm. de antipirina hasta formar una pasta. A esta masa se le agrega igual cantidad de agua y unas cuantas gotas de HCl fuerte y la solución se calienta. Al enfriarse se separa la antipirina butylchloral. La misma sustancia se obtiene disolviendo pesos iguales de antipirina é hidrato de chloral en agua caliente y cristalizando en seguida, presentándose en cristales blancos que se disuelven á una temperatura de 68° á 69° C. La antipirina butylchloral se disuelve en alcohol, éter y cloroformo, y en agua á 25° C. en la proporción de 1 á 15. Produce un color rojo en las sales de hierro. — *Pharm. Centralh*, 44, 93, *Boll. Chim. Farm.*

SUERO CONTRA LA MORFINA. — Hirschlaff prepara un suero extraído de conejos que han sido tratados con morfina y pretende que este producto puede actuar como antidoto contra la morfina, inyectándolo en el animal que se le haya administrado una dosis tóxica de morfina. Este procedimiento es análogo al del suero antidiftérico y otros en que se cree que las sustancias antitóxicas son capaces de neutralizar el efecto tóxico en los animales que se hayan convertido en inmunes por un tratamiento continuado de las sustancias tóxicas en pequeñas dosis. Los experimentos con el suero contra la morfina se han hecho en conejos, que según se especifica, pueden resistir una dosis tóxica de morfina por habérseles inyectado previamente 1-5 c. c. del suero; mientras que los pacientes que sufren del hábito de la morfina pueden, después de sometidos al tratamiento con el suero reducir la dosis usual de morfina á menos de la mitad, sin que se presenten los síntomas debidos á la abstinencia de la droga. — *Berl. Klin. Wochr*, 1902, 49 y 50; por *Pharm. Zeit.*, 1902, 1,008.

Modo de Comprobar la Presencia de la Bilis en los Orines

La siguiente modificación del procedimiento de Huppert para comprobar la presencia de la bilis en los orines que es mucho más exacto, se debe á Nakayama (*Pharmaceutical Journal*). Se mezclan 5 c. c. de orines con cantidad igual de una solución al 10 por ciento de $BaCl_2$ y se deseca. Se recoge el precipitado y se hierve con 2 c. c. de una solución alcohólica de Fe_2Cl_6 , hecha disolviendo 4 grm. de Fe_2Cl_6 y 99 grm. de alcohol, 95 por ciento. Si hay bilis el líquido al hervirlo toma un color verde de limón ó azulado, que al agregarle HNO_3 volátil se convierte en violeta y después en rojo. La reacción comprobará la presencia de 1:1200.000 de bilis.

Sarna: Tratamientos Modernos

En reemplazo de los procedimientos curativos antiguos, que no dejan de tener inconvenientes, han sido recomendados:

JABÓN DE NICOTINA. — Inodoro, contiene el 7 por ciento de nicotina, es muy eficaz, pero resulta peligroso en los niños y personas débiles.

EUDERMOL. — Es el salicilato de nicotina, tan activo como el jabón, pero mucho menos tóxico.

EPICARINA. — Producto de condensación del ácido cresotínico y del naftol *b*. Se usa en pomada al 10 por ciento y es muy recomendable.

Es una buena fórmula la siguiente:

Epicarina.....	7 gramos
Cera blanca.....	2 "
Vaselina.....	30 "
Lanolina.....	15 "
Manteca.....	45 "

Dése una fricción general durante dos ó tres noches, y luego se dan una ó dos fricciones con ungüento diaquilón para favorecer la epidermización.

En los niños basta una pomada al 5 por ciento.

PERNOL. — Una parte de éste y tres de aceite de ricino. Si bien es inodoro é incoloro, no produce tan buenos resultados como se esperaba.

SAPOLÁN. — Calma el prurito, pero no mata el parásito.

A pesar de todo, la pomada de Wilkinson y el bálsamo del Perú serán siempre de gran importancia. La pomada de Helmerich y la solución de Vlemincks, sólo están contraindicadas en las pieles irritables y eczematosas, pues producen dermatitis.

La pomada de Wilkinson se compone de:

Flor de azufre.....	{ aa	20 gramos
Aceite de enebro.....		
Jabón ó manteca.....		80 "
Greda blanca en polvo.....		1 "

Y la solución de Vlemincks, de:

Cal viva.....	100 gramos
Azufre sublimado.....	250 "
Agua.....	1 litro

La pomada de Besnier puede ser utilizada en caso de irritación de la piel:

Naftol.....	5 á 15 gramos
Eter sulfúrico.....	6 á 9 "
Mentol.....	0.25 á 1 "
Vaselina.....	100 "

Novedades médicas y farmacéuticas.**Tratamiento de las Reglas Abundantes**

Si no hay dismenorrea se aconseja la ergotina que puede emplearse en píldoras, según dice Dalché:

Ergotina.....	10 centígramos
Sulfato de quinina.....	2 "
Digital en polvo.....	1 "
Coca en polvo.....	c. s.

Para una píldora; 4 á 5 diarias.

El Dr. Lafond-Grellety (*Gas. hebdom. des sc. méd. de Bordeaux*) aconseja combinar las píldoras anteriores con el uso interno del cloruro de calcio cuya acción hemostática eficaz han demostrado los trabajos de Cornil, Whrightit, P. Carnot y Trémolières. El cloruro de calcio se emplea en poción á la dosis de 1 á 2 gramos por día, según la fórmula siguiente:

Cloruro de calcio.....	9 gramos
Jarabe simple.....	60 "
Agua.....	180 "

Una ó dos cucharadas diarias.

La poción de cloruro de calcio debe administrarse una semana antes de la aparición de las reglas y las píldoras sólo unos días antes. Este tratamiento no suele ser eficaz hasta el segundo mes.

En las clorobrighticas el cloruro de calcio produce con facilidad accidentes de intoxicación y en particular vómitos. Es preferible en este caso sustituir la sal por una preparación de gelatina al 10 por ciento, de la que se inyecta 5 á 10 cent. cúb. una ó dos veces por día.

Cuando hay dismenorrea, el cloruro cálcico se asocia al *senecio vulgaris* prescrito en forma de extracto fluido á la dosis de 40 gotas en dos veces, que se tomarán en una cucharada de la poción de cloruro de calcio. Esta medicación se principia dos ó tres días antes de aparecer las reglas y se continúa hasta cuarentiocho horas después de terminar éstas.

Conviene vigilar los efectos de esta medicación, porque la supresión ó disminución del flujo aumenta la intensidad y duración de los dolores.

Caracteres y Dosificación del Agua Oxigenada.

CARACTERES.—Líquido incoloro, inodoro, con sabor metálico y picante; por influencia del calor desprende oxígeno é igual cosa sucede cuando se hace obrar en frío el bióxido de manganeso.

Diluida en su volumen de agua y agitada con una solución de ácido crómico al 1 por ciento y añadiendo éter, comunica á este último líquido una bella coloración azul.

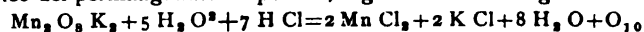
El agua oxigenada á 100 volúmenes no debe contener sales de barita; hervida algunos minutos con ácido clorhídrico no debe precipitar por el sulfato de sodio.

Estando pura, tiene reacción ácida (Hanriot).

Para su conservación se tolera la presencia de una poca cantidad de ácido; precipita por el Ba Cl₂.

DOSIFICACION.—a) Procedimiento de Codex.—Por medio del mercurio y del bióxido de manganeso, que descompone el agua oxigenada en oxígeno libre, cuyo volumen se mide.

b) Otro procedimiento más práctico que el anterior es el empleo del permanganato de potasio, según la reacción siguiente:



Se opera del modo siguiente:

Solución A. { Se mide 1 c. c. de agua oxigenada, se diluye en 10 á 15 c. c. de agua destilada y se añade 5 c. c. de HCl.

Solución B. { Por otra parte, se hace una solución titulada de permanganato de potasio, de modo que 1,000 c. c. contengan 5 gr. 659 de Mn₂O₃K₂.

Se vierte la solución A en un vaso precipitador que se coloca encima de una superficie blanca.

La solución B, colocada en una bureta, es vertida gota á gota sobre la solución A, hasta obtener una coloración rosada persistente, es decir, hasta que el agua oxigenada no contenga más oxígeno.

El número de centímetros cúbicos de K₂Mn₂O₃ gastados indica el volumen de oxígeno activo que contiene el agua oxigenada que se analiza.—*Revista Farmacéutica Chilena*.

— LA SOLUCIÓN DE DIÓXIDO de hidrógeno puede hacerse según Paul León Hulin (*Zeitschr. f. angew. Chemie*, 1902, página 600) añadiendo con cuidado y á una baja temperatura dióxido de sodio á una disolución de ácido fluorico, produciendo dióxido de hidrógeno y fluoruro de sodio. Luego se trata esta disolución con fluoruro de aluminio produciendo así criolito insoluble, el muy conocido fluoruro doble de aluminio y sodio.

PARRAFOS DE INTERES COMERCIAL

UN VALIOSO OBSEQUIO.—The Hospital Supply Co., de Nueva York, nos obsequia con su hermoso y bien detallado catálogo escrito en español, de materiales asépticos, aparatos é instrumentos científicos.

Su lectura y estudio es conveniente á todos los médicos, y en especial á los directores de hospitales, sanitarios, casas de salud, etc., de los países hispano-americanos.

No hay en dicho catálogo un solo detalle omitido y por la claridad y método en las explicaciones, á la par que se adquiere un conocimiento valioso del rico arsenal construido por esa importante casa norteamericana, y que enorgullece á la ciencia médica contemporánea, se facilita la manera de hacer cómodas, fáciles, inteligentes y garantizadas compras de utensilios asépticos é instrumentos quirúrgicos para hospitales. Todos los adelantos, sin excepción, aún los más recientes, se encuentran en el catálogo y su correcto lenguaje, la profusión de grabados y su elegante aspecto, lo hacen digno de figurar en toda biblioteca médica.

Recomendamos á nuestros suscriptores, pedir directamente un ejemplar que les será enviado gratuitamente franco de porte, á 228 Fourth Avenue (New York), U. S. A.

LA DUCHA «WONDER.»—Esta jeringa vaginal es de forma única y enseña un distintivo que hace tiempo se necesitaba en las duchas. El cuello doblado impide la inyección de aire y acerca la pera á la mano, haciendo el uso de la Wonder cómodo y conveniente cuando se sienta en una posición natural. El valor de esta



mejoría será desde luego apreciada por todas las personas del sexo femenino que hayan empleado alguna vez aparatos para duchas vaginales de alguna clase. Esta jeringa es de goma de la más fina calidad, y la pera es suave y elástica. Cabida, 8 onzas. Alto total, 6½ pulgadas. Para la circular en español dirigirse á Meinel & Cía., Nueva York, U. S. A.

Les tendrá cuenta á nuestros lectores de Cuba, Puerto Rico y México averiguar de la Dabrooks' Perfume Co., de Detroit (Mich.) cuáles son los insentivos que ofrecen á los droguistas y farmacéuticos que les envían un pedido de encargo. Los perfumes Dabrook que esa casa fabrica son altamente apropiados para los países tropicales, y como tienen fácil salida dejan muy buen provecho. En su vista, cuantos estén interesados en este ramo deberían pedir informes á la Dabrooks' Perfume Co., de Detroit (Mich.), acerca de lo que ofrecen á sus nuevos parroquianos.

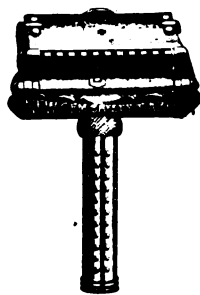
Habrà de interesar en alto grado al comercio de los países hispano-americanos el anuncio de la Hallwood Cash Register Co., Dayton (Ohio), acerca de los contadores de dinero que ella fabrica con teclados en español, á propósito para los requisitos del

comercio en los países hispano-americanos. El contador Hallwood está dispuesto de manera á poder hacer cualquiera combinación de ventas. Nuestros lectores interesados deberían pedir materia impresa del aparato á la casa fabricante.

Los farmacéuticos de México y de otros países más al sur están ya familiarizados con las ventajas comerciales que ofrece la ciudad de San Luis como centro distribuidor de drogas y de productos químicos. Precisamente la situación geográfica de la ciudad permite á la casa J. S. Merrell Drug Co., verificar embarques rápidos y ahorrar en los gastos de transporte en aquellos efectos que piden los droguistas de México. Esta casa que hace el comercio de drogas al por mayor, pone muy especial cuidado en el embalaje y la mayor atención para llenar los requisitos que exige el comercio de México. Como esta casa es la más antigua del otro lado del río Missouri, nuestros lectores hayarán ventajas en pedirle precios y catálogos.

Entre la gente que sabe distinguir la excelencia de los artículos existe la disposición y el acierto de pedir las especialidades de la Lambert Pharmacal Co., de St. Louis (Mo.). La facultad médica está enteramente conforme en abonar el alto valor de la LISTERINA como antiséptico, tanto para la administración interna como externa, y del Jabón Listerina que es igualmente popular y tiene muy buena demanda del público. Para informes, impresos y precios de Listerina y Jabón Listerina, los farmacéuticos deberían escribir á la Lambert Pharmacal Co. y manifestarle de paso que han visto su anuncio en el AMERICAN DRUGGIST.

No recordamos ninguna especialidad médica en los Estados Unidos que en años recientes haya alcanzado un éxito más fenomenal que la Quinina-Bromo-Laxativa de la París Medicine Co., St. Louis, (Mo.). Esta compañía se dedica en dar á conocer por medio de anuncios en la *América Española* el preparado que nos ocupa y es de esperar que haya una buena demanda del público consumidor. Ahora es el momento oportuno para los droguistas pedir circulares y materia de reclamo á la París Medicine Co. La Quinina-Bromo-Laxativa se coloca con facilidad, deja ganancia, y los descuentos son liberales.



Entre otros artículos del tocador que los droguistas de México y de otros países del Sur podrían vender con provecho, hemos de mentar la Navaja de Afeitar de Seguridad «Gem», que sale del conocido establecimiento de la Gem Cutlery Co. 18 Reade Street, Nueva York. Como no han de faltar entre nuestros lectores quienes se interesen por un artículo tan servicial y conveniente como la «Gem», les tendrá cuenta escribir á la compañía pidiendo informes y precios.

PARA DESCUBRIR LA SANGRE EN LA ORINA.—Frostmann (*Neu. Rem.*) propone el siguiente procedimiento para descubrir la sangre e de orina se añade 1 c. c. de sulfú cantidad igual de piridina. Si en la orina ésta toma un color de naranja subido, según sea la cantidad de la p. Aunque muy delicada, la sensibilidad de aumenta mucho con el empleo del espectroscopio el cual puede descubrirse la menor huella de hemoglobina, estableciendo así la presencia de la sangre aun cuando no sea visible á simple vista.

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— Hemos de estar muy agradecidos á aquellos de nuestros lectores dedicados á la humanitaria profesión de la farmacia en la América Latina, por el envío de vistas fotográficas y descripción de sus establecimientos, como también de los métodos más en voga en la profesión en sus países respectivos, todo lo cual publicaremos. Nuestros fabricantes están sumamente interesados en todo lo relacionado con el comercio de drogas en la isla de Cuba, México y Centro y Sud América, motivo para que tengamos que contar hasta cierto punto con los informes que nos proporcionen los lectores de nuestro suplemento español, pues de esta manera los importadores americanos, al igual que los fabricantes, podrán ensanchar sus relaciones comerciales con esos países. Por su parte los latino-americanos estarán cada vez mejor impuestos de los recursos de este inagotable mercado y de las ventajas que ofrece sobre los de Europa.

EL TRATADO COMERCIAL CON CUBA

Todos los americanos interesados en la prosperidad comercial de los Estados Unidos, y aquellos que se desviven por el cumplimiento de nuestras obligaciones morales, están mortificados con las dilaciones injustificadas de nuestro gobierno acerca de la ratificación del tratado comercial negociado con la república de Cuba. Prometimos á los cubanos asegurarles la libertad y cumplimos nuestra promesa; les ofrecimos ayudarles á sobrellevar la crítica situación financiera porque atravesaban por medio de un tratado de reciprocidad comercial, pero hemos dejado de cumplir con la palabra empeñada por la actitud hostil de una

pequeña facción del Senado, que prestando oídos á sus constituyentes, ha demostrado temores de que una rebaja en las tarifas arancelarias del azúcar habría de perjudicar sus intereses comerciales.

El presidente McKinley, en su último mensaje á las Cámaras nacionales, abogaba ardientemente por la aprobación de un tratado de reciprocidad, cuya actitud adoptó su sucesor el presidente Roosevelt en su primer mensaje, expresándose así: «Por nuestro honor y compromisos precisa que se apruebe alguna medida de carácter comercial en favor de su bienestar material,» y el 14 de junio del año pasado enviaba un mensaje especial al Congreso instando á que se sancionase el tratado comercial y convocando más tarde una legislatura especial con idéntico objeto. Empeñado ya el Congreso en la discusión del tratado, lo enmendó haciendo una reducción de solamente un 20 por ciento sobre las importaciones de Cuba y de un 20 á un 40 por ciento en los efectos de los Estados Unidos; esto no obstante, sólo aprobó el Senado el tratado con la condición de que mereciese la aprobación final de la otra Cámara, motivo por el cual se habrá de reunir de nuevo el Congreso en noviembre del año actual convocado expresamente por el Presidente de la república para dar fin á la obra.

Es de sentir que ciertos intereses locales hayan tenido suficiente influencia para impedir que se fraguase una legislación que debió haber sido aprobada dieciocho meses atrás. Durante el pasado año y medio, Cuba ha adelantado mucho por todos conceptos con la política conservadora adoptada por el Gobierno y que promete ser estable. De varias procedencias han entrado capitales en la isla; se ha puesto en ejecución un plan de ferrocarriles, quedando construido y en explotación el que atraviesa la isla por su mayor longitud; adelantan gradualmente sus industrias con el nuevo empleo de dinero y de nuevos métodos de administración. Habiéndose suprimido las bonificaciones que se daban al azúcar europeo, de conformidad con los acuerdos adoptados en la Conferencia de Bruselas, han mejorado algo por esta causa los mercados para el azúcar cubano, y al mismo tiempo los gobiernos europeos hacen gestiones cerca del Gobierno de la isla para la negociación de tratados comerciales favorables. Bajo estas circunstancias habría de ser un política juiciosa para los Estados Unidos el adoptar cuanto antes el nuevo tratado, que admite las mercancías americanas en Cuba bajo los términos más ventajosos, á cambio de concesiones muy moderadas de nuestra parte, por

lo que confiamos sinceramente que tan importante medida no tardará en sancionarse para de esta manera impulsar la prosperidad de aquel país vecino y ensanchar las relaciones comerciales que con él mantenemos.

NORMA PARA EL TIPO DE CAMBIO

El Gobierno mexicano ha nombrado recientemente una comisión con el encargo de discutir la tan engorrosa cuestión monetaria con otra comisión de peritos designada por los Estados Unidos y compuesta de los señores Hanna, Conant y Jenks, quienes estuvieron en la República vecina para estudiar la misma cuestión. Sabiendo que varias naciones europeas están afectadas por deficiencias del mismo sistema monetario, la comisión americana, juntamente con un representante de la de México, el señor Creel, ha salido últimamente para Europa con objeto de avistarse con autoridades en asuntos monetarios para discutir un plan general por medio del cual resolver el problema de un tipo de valores monetarios para México.

Presúmese que el plan que va á adoptarse consistirá en la acuñación de un nuevo peso de plata mexicano en la cantidad de 100.000.000, que se destinarán al cambio á un valor de 50 centavos el peso, y estarán garantidos por un depósito de 25.000.000 en oro en poder del Gobierno. Los cuños de plata existentes continuarán circulando por el valor comercial de la plata que contienen. Inglaterra adoptó un plan semejante para la India en 1893, cuando cesó la acuñación de la plata, estableciéndose un fondo de reserva en oro para mantener á la par el valor del rupe. Un sistema parecido había adoptado el Gobierno para las Colonias del Estrecho y los Estados Malayos Confederados, y el gobierno holandés para Java. Medidas semejantes han tomado los Estados Unidos en el archipiélago filipino donde el Gobierno ha fijado el tipo arbitrario del cambio á razón de dos pesos de plata por uno de oro. Este tipo está garantido por la limitación de la cantidad de plata emitida y por la reserva de oro del gobierno de los Estados Unidos. Realmente todos estos cambios equivalen prácticamente al abandono de una base bimetalica, y en relación con los mismos no deja de llamar la atención que el gobierno de China también se haya dirigido á los Estados Unidos para la designación de una comisión que informe sobre la cuestión de los varios patrones de monedas, quizás con motivo de su experiencia reciente con los gobiernos europeos al ir á satisfacerles las indemnizaciones convenidas, y en su vista no habría de sorprendernos que esa nación tan conservadora abandonase el patrón de plata. En efecto, no hay motivo para dudar de que aquellas naciones que tienen establecido un comercio internacional no han de tardar en adoptar el patrón de oro para resolver permanentemente el problema abrumador del cambio, que entorpece en tal alto grado las relaciones comerciales de aquellos países que tienen diferentes sistemas monetarios.

EL ORIGEN DE LAS PILDORAS DE BLAUD

Por JOHN HUMPHREY

En un comunicado dirigido al *Bulletin General de Therapeutique*, publicado en París, en el mes de setiembre de 1831, un tal Dr. Cottureau manifestaba que un médico de provincias había puesto en conocimiento de la Real Academia de Medicina, algún tiempo antes, la composición de ciertas píldoras que habían resultado eficaces en la clorosis. Sin dar á conocer los constituyentes de esas píldoras, el doctor Cottureau, proseguía diciendo, que un boticario llamado Guillard estaba haciendo píldoras, que presumía fuesen semejantes á las citadas, valiéndose de la siguiente fórmula:

R Sub-carbonato potásico..... 3 ii
Sulfato ferroso en cristales, muy puros..... 3 ii

Trituraba juntos el carbonato potásico y el sulfato ferroso haciendo cuarenta y ocho píldoras que después recubría de plata. La dificultad causada por la liberación del agua de la cristalización de las dos sales, durante la descomposición que sobrevenía, fué salvada al principio añadiendo polvos de regaliz y de malva-visco ó goma arábica, mas las píldoras resultaban algo grandes, modificándose en consecuencia el procedimiento; la trituración de las sales, que tomaba antes una hora y cuarto de tiempo, se extendió á una hora y media, añadiéndose después 18 granos de goma arábica pulverizada. También se empleaba algunas veces bicarbonato de sosa en lugar del carbonato potásico, por facilitar la confección de las píldoras, pero éstas se ponían muy duras y fácilmente se descantillaban.

FÓMULA ORIGINAL DE BLAUD

A principios de 1832 apareció en el periódico citado una protesta del Dr. Blaud, médico jefe del hospital de Beaucaire, en Gard, y miembro correspondiente de la Real Academia de Medicina, en la que decía que la fórmula publicada por el Dr. Cottureau no era exactamente la que él había preparado, la misma que aquí se expresa:

R Sulfato ferroso en polvo fino..... 3 i
Carbonato potásico seco en polvo fino..... 3 i

Las sales pulverizadas se mezclaban bien en un mortero y luego se hacía una masa con suficiente mucilago de tragacanto y polvos de regaliz los cuales sólo se empleaban para evitar la adherencia de las píldoras. La masa se dividía en noventa y seis píldoras que pesarían 10 granos cada una.

En el *Journal de Pharmacie*, correspondiente al mes de marzo de 1841 (véase el *Pharm. Journ.*, 1, 70), el señor Félix Boudet aseveraba que el señor Simonin, de Nancy, había sugerido un procedimiento mejorado para hacer las píldoras de Blaud, que es como sigue: «Se reducían á polvo fino por separado sulfato ferroso y carbonato potásico en partes iguales, que después se trituraban juntos hasta empezar á licuar; añadiase entonces suficiente cantidad de miel de abejas clarificada para hacer la mezcla bien fluida, luego se hacía evaporar la masa á fuego lento hasta adquirir la consistencia pilular.

Repitiendo este procedimiento el señor Boudet obtuvo 130 gramos de una masa dúctil verde-oscuro, mezclando 100 gramos de sulfato ferroso con 100 gramos de carbonato potásico y 50 gramos de miel de abejas, habiéndose recomendado la última para impedir la oxidación. Pero el señor Boudet abrigaba dudas sobre si era acertado exponer la masa al calor de un fuego directo y en consecuencia ideó el siguiente método:

«Se redujo á polvo dieciseis gramos de sulfato ferroso y secóse á una temperatura de 30° á 40° C., triturándose luego hasta quedar reducido á un polvo fino; mezclóse entonces peso igual de carbonato potásico en polvo, añadiendo finalmente sobre 12 gramos de miel de abejas, cuando sobrevino la reacción volviéndose verde la masa. Pretendióse que este producto era más duradero por su composición que el obtenido por el Dr. Blaud con su fórmula original.»

No se tiene noticia de que se alterara la fórmula hasta la publicación del *Codex Medicamentarius* en el año 1866, que se dió entonces como sigue:

PÍLDORAS FERRUGINOSAS DE BLAUD

Pilule Dr. Blaud.

Sulfato de protóxido de hierro purificado, desecado y pulverizado.....	30	gramos
Carbonato potásico puro, desecado..	30	»
Goma arábiga en polvo.....	5	»
Agua.....	30	»
Jarabe simple.....	15	»

La goma se disolvía en agua á la temperatura de un baño-maría, luego se añadía el jarabe y el sulfato ferroso, agitándose la mezcla hasta ponerse homogénea, y en este estado se agregaba el carbonato potásico en polvo, revolviendo constantemente la mezcla con una espátula de hierro al paso que se calentaba hasta adquirir consistencia pilular. La masa resultante se dividía en 120 * píldoras que se desecaban al calor de una estufa, luego se recubrían de plata y poníanse en un frasco bien tapado. El peso de cada píldora había de ser de 40 centigramos.

La misma fórmula se da todavía como oficial en el «*Codex Medicamentarius*,» y, según el señor Joseph Ince (*Pharm. Journ.*, de abril 18 de 1894), el doctor Blaud, sobrino del señor Auguste Blaud, dice que representa la fórmula original.

NUEVAS APLICACIONES DEL CORNEZUELO DE CENTENO

El Dr. Alfred T. Livingstone, de Jamestown, (N. Y.), leyó ante la Asociación Médica del Condado de New York, el 16 de marzo, una memoria acerca de los recursos terapéuticos que pueden derivarse del cornezuelo de centeno, droga que según muchos practicantes casi no tiene aplicación fuera de los casos de obstetricia.

Hace cosa de treinta años que el Dr. Livingstone emprendió una serie de investigaciones clínicas acerca de las varias propiedades terapéuticas que sospechaba poseía el cornezuelo de centeno, y si el resultado de su experiencia fuese confirmado por otros, habrá indudablemente logrado hacer ocupar un puesto de primera importancia en la materia médica á una droga que iba cayendo en desuso.

La primera experiencia del Dr. Livingstone con el cornezuelo, en un camino no trillado aún por los hombres de ciencia en relación con esta droga, fué en un hombre que por espacio de cuatro horas había estado acometido de náuseas y hallábase completamente agotado con el esfuerzo. Tenía las venas frontales muy distendidas, el pulso lleno y agitado y padecía mucho dolor. En su vista, el doctor Livingstone procedió á inyectarle cosa de 30 mínimos de una solución de

cornezuelo, sobreviniendo efectos tan notables como lisonjeros; apenas si estaba vacía la jeringuilla cuando desapareció la sufusión, cesaron las bascas, redújose el pulso, poniéndose blando, si bien algo más frecuente; el enfermo no tardó en dormirse, prolongándose el sueño seis horas.

Animado por estos resultados, el doctor Livingstone continuó sus pesquisas, estudiando atentamente los resultados clínicos del empleo del cornezuelo, y se halla hoy en situación de poder afirmar que esta droga puede emplearse ventajosamente en un número considerable de estados mórbidos, entre los cuales cita el insomnio en que produce un sueño más natural que cualquier otra droga, muchos casos de dolor de cabeza, iritis, envenenamiento de opio, alcoholismo agudo, asma, histerismo, histeroepilepsia y catalepsia. También se dice haberse aliviado muchos casos de paresia general en sus primeros períodos. En las inflamaciones agudas, dice el Dr. Livingstone, el cornezuelo ocupa un primer lugar, particularmente en meningitis, pneumonía, peritonitis, apendicitis, amigdalitis, erisipelas, eritema é inflamación de las venas y arterias. En cirugía debe también reservársele á esta droga un lugar como preventivo ó modificador de la conmoción.

Cuanto á la manera de administrarla, aboga por el método hipodérmico, empleando en su práctica una solución del extracto de cornezuelo de centeno de Squibb, compuesta de una dracma de cornezuelo disuelto en una onza de agua y conteniendo cloroformo en la proporción de dos mínimos para cada onza de solución. Veinticinco ó treinta mínimos de esta última representan cosa de tres granos de la droga. Conviene esterilizar el agua en que ha de prepararse la solución, haciéndola hervir antes.

El Dr. Livingstone ha hallado, aunque sin poder averiguar la causa, que las soluciones preparadas algunos días antes de emplearlas, son menos dolorosas y más satisfactorias que las frescas. Ha preopinado dosis grandes, según las exigencias del caso, equivalentes á treinta granos del extracto sólido en veinticuatro horas, y aconseja que la inyección se administre lentamente.

Harina de Leche en Suiza

Por un nuevo procedimiento la leche descremada se convierte en un polvo sumamente soluble, por medio de un desecador. Esta sustancia es soluble en agua á la temperatura de 60 á 70 grados C., teniendo la solución que resulta el mismo sabor, color y cualidades de la leche. Esta harina es de fácil transporte y puede conservarse por mucho tiempo sin descomponerse. La invención se considera de gran importancia para el aprovechamiento de la leche descremada. Los americanos están tratando de averiguar la forma del aparato empleado.

Sal de Nitro del Aire

En una conferencia dada recientemente en la Academia Politécnica de Munich, el profesor Mulhmann manifestó que había demostrado que la sal de nitro podía extraerse del aire por procedimientos eléctricos, á una cuarta parte del costo actual. El Profesor manifestó que hacía mucho tiempo que se sabía que podía obtenerse ácido nítrico, haciendo pasar una corriente eléctrica por el aire húmedo entre polos de platino, y que sólo se necesitan aparatos convenientes para la extracción del nitrato en grande escala.

* En el «*Codex Medicamentarius*» de 1884 se dispone que la misma cantidad de masa se divida en 200 píldoras.

METODO PARA GUARDAR PILDORAS Y PASTILLAS

Para reducir la labor de buscar píldoras y pastillas que se guardan en las boticas, un farmacéutico americano ha dividido la estantería del armario destinado á esos artículos, en treinta y cinco ó cuarenta casillas. Empezando desde abajo las ha enumerado con números vistosos que pueden tomarse de los almanaques. A cada número corresponde un artículo de diferente fabricante, píldora ó tableta, puestas en botellas, frascos, cajitas, etc. De estos números ha formado una lista que contiene los nombres de los fabricantes, la que tiene colgada en una parte vistosa del armario; consultándola cuando haya de ponerse alguna prescripción, se da con el artículo con sólo alargar la mano.

Para formar el casillero no se necesita hacer gasto, pues basta con echar mano de lás cajas de cigarros vacías con cuyos costados y tapas se hacen las divisiones; esta parte del trabajo que consiste también en arreglar los tamaños, la hace en sus momentos ociosos el muchacho de la tienda que ejecuta los mandados. Se pondrá cuidado al reponer los frascos que se hayan usado en no equivocar la casilla.

Píldoras de Acido Carbólico

Según Hyslop (*Phar. Jour.*) para la fabricación de este interesante artículo hay que luchar contra dos agentes destructivos, la deliquesencia y la crasitud. Por consiguiente hay que evitar el uso de ambos. Se han recomendado los polvos de regaliz, de altea, etc., pero la menor cantidad de humedad descompone la masa, además de que resultan muy voluminosas y frágiles las píldoras. En las prescripciones actuales se deja generalmente al droguista la elección de los materiales para confeccionar las mezclas, con la idea de que puede hacerlo casi instintivamente.

En este caso particular hace algunos años que fijé la siguiente fórmula que ha dado completa satisfacción á todos los que la han adoptado:

Acido carbólico crist.....	60 centígramos
Miga de pan.....	120 "
Polvos de tragaganto comp.....	30 "

Macháquese todo junto en un mortero de hacer píldoras de forma apropiada. Déjense las píldoras descubiertas, en cuyo caso tienen un aspecto de perla brillante, ó cúbranse con plata ó caolín.

EL VIOFORMO EN SU RELACIÓN CON EL TRATAMIENTO DE LA TUBERCULOSIS DE LAS ARTICULACIONES — Blake (*Brooklyn Medical Journal*, octubre de 1902) ha hecho un resumen de los trabajos de otros observadores de esta droga á los cuales ha agregado el resultado de sus propias labores en la clínica de Bonn. Admitiendo el valor del apósito antiséptico seco, un polvo antiséptico es este caso una necesidad; el iodoformo no es una droga perfecta aunque valiosa, y hace dos años se dió á conocer como sustituto de aquella el «vioformo» (cuyo nombre correcto es iodo-cloro-oxiquinolína), siendo el autor el profesor Javel de Berna. Sus indagaciones revelaron (1) que el poder bactericida de la droga, como iodoformo, no podía determinarse con exactitud; esto se aplica á todos los polvos antisépticos cuya acción bactericida sólo ocurre en la disolución en el cultivo, (2) la cantidad de vioformo, que por término medio se necesita en el medio cultivo para excluir el desarrollo bacterico ha sido

mucho más pequeña que con el iodoformo, (3) introducidas intraperitonealmente las dos drogas fueron de igual manera venenosas, pero subcutáneamente el vioformo lo fué mucho menos. Después de algunos meses de experiencia Javel llegó á la conclusión de que el polvo, que es en sí prácticamente inodoro, tenía propiedades altamente desinfectantes, era muy estable permitiendo mezclarlo con carbólico ú otras disoluciones, era más útil que el iodoformo en las heridas no tuberculosas, y tan útil cuando menos en las tuberculosas. No observó síntomas tóxicos aún después de mucho tiempo de emplearlo. Tres experimentadores de Europa han confirmado y ampliado estas conclusiones. El autor ha indagado recientemente el empleo de la droga en lesiones tuberculosas de las articulaciones, hallando que la glicerina era el mejor vehículo para la emulsión y en esta forma se ha inyectado la droga en ciertas cavidades de las articulaciones de muchos conejos de la India y ordinarios produciendo efectos muy tóxicos bien letales, bien de emaciación y formación de abscesos, ocurriendo este último proceso en todos los casos, no obstante de estar esterilizado siempre el contenido de la cavidad. La acción de la glicerina quedó cuidadosamente eliminada en los experimentos comparativos. Las conclusiones á que ha llegado el autor, son: La insolubilidad y estabilidad de la droga, juntamente con sus propiedades locales — formación de abscesos é intoxicación lenta general — hacen que sea absolutamente inapropiada para inyecciones, pero en contraposición permite su empleo extenso como polvo ó gasa en heridas frescas en tanto que estas se comunican bien con la superficie exterior. A una potencia antiséptica mucho mayor que la del iodoformo reúne algunas virtudes propias peculiares, de aquí que el autor opine que para todos los fines, excepto el de inyección, se ha hallado en el vioformo un sustituto ideal del iodoformo. Debe admitirse que los factores que determinan el grado de solubilidad clínica de la droga, no se han averiguado, y que su inyección en articulaciones sanas excluye toda cuestión de reacción entre la misma y los productos bacteriológicos.

REMEDIO PARA EL HÍGADO Y LOS RIÑONES

Acetato de potasio.....	30 gramos
Extracto fluido de leptandrino.....	60 gramos
Extra fluido de uva ursi.....	60 gramos
Glicerina.....	30 gramos
Elixir aromático de cáscara.....	30 gramos
Agua.....	300 gramos

ACEITE DE HÍGADO DE BACALAO SIN GUSTO

Morrhuel.....	4 gramos
Extracto fluido de cerezas sivestres.....	60 gramos
Extracto fluido de palo de orozuz.....	90 gramos
Glicerina.....	30 gramos
Jarabe simple.....	30 gramos
Extracto fluido de malta.....	180 gramos
Jarabe de hipofosfitos compuesto con hierro y manganeso.....	90 gramos
Tierra de batán.....	20 gramos
Caramelo.....	suficiente

Mézclase el morrhuel con la glicerina y tritúrase con la tierra de batán, añádese los extractos fluidos, el jarabe y la malta, sacúdase bien, déjese reposar por un día, revolviendo alguna que otra vez; fíltrese, y al filtrado añádese el jarabe de hipofosfitos y suficiente caramelo para darle color.

NOTAS FARMACEUTICAS

UNGÜENTOS. — *El Pharmaceutische Centralhalle* (1902, página 605) llama la atención á la separación de ungüentos que contienen ingredientes insolubles, especialmente ungüentos hechos con petrolatum. Cuando estos ungüentos están en reposo tienen la tendencia á separarse; en su vista será acertado mezclarlos repetidamente, especialmente antes de expendernos para asegurar así su homogeneidad.

**

— PARA IMPEDIR que la maquinaria se enmohezca, disuélvase alcanfor 1 y cebo derretido 16 con la cantidad de polvo fino de plumbago que sea necesaria para darle un color de hierro. Embadúrnese la maquinaria con esta mezcla, y á las veinticuatro horas quítese restregando con un paño suave, y en este estado la maquinaria se conservará limpia por meses en circunstancias ordinarias.

**

SOLUBILIDAD DEL ÁCIDO BÓRICO EN EL ÁCIDO HIDROCLÓRICO. — W. Herz ha verificado algunos experimentos para determinar si la afirmación hecha en *Dammerls Handbuch der Anorganischen Chemie*, de que el ácido bórico es más soluble en el ácido hidroclicó que en el agua es exacta, habiendo hallado que lo contrario es la verdad, la solubilidad gradualmente disminuye al paso que aumenta la concentración del ácido hidroclicó. Hallóse, en efecto, que la solubilidad del ácido bórico en agua pura equivalía á 0.907 gramos por litro, mientras que en el ácido hidroclicó normal al 9.51 la solubilidad fué sólo de 0.338 gramos.

**

HYOSCYAMUS MUTICUS. — Es interesante observar que las investigaciones acerca del *Hyoscyamus Muticus*, llevadas á cabo en el Instituto Británico Imperial, y por las cuales queda demostrada la riqueza más que ordinaria en hiosciamina que posee esa planta, han dado lugar á su importación en Londres, habiéndose vendido de fecha reciente un número de fardos en Mincing Lane, en aquella ciudad.

La planta se ofrece á la venta en tallos cortados, apenas si se ven hojas, y alguna fruta en sus cápsulas recogida aparentemente á lo último de la estación. Presúmese que los compradores son los que se dedican á la fabricación del alcaloide.

**

EL DIÓXIDO DE HIDRÓGENO COMO DEPILATORIO. — L. Gallois (*Med. Presse*, 1902, página 438) ha hallado que la simple aplicación de una solución de dióxido de hidrógeno es un medio eficaz y simple para quitar todo vello superfluo, para lo cual bastará aplicar repetidamente un trozo de algodón absorbente humedecido con la disolución á la parte que ha de operarse, dando por resultado que el vello primeramente blanquea, después se pone quebradizo y se rompe. Este método parece poseer muchas ventajas sobre los medios que se emplean usualmente como el afeitado, la electrolisis ó aplicaciones cáusticas. La sencillez del medio y el hecho de no envolver ningún daño al cutis parecen justificar un ensayo cuando se crea conveniente la depilación.

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EL DIÓXIDO DE HIDRÓGENO COMO ADICIÓN A LOS COSMÉTICOS Y CREMAS. — H. Kuhl (*Apoth. Zeit.*, 1903, página 81) da un número de fórmulas, entre

otras, de una pasta para los dientes que consiste en carbonato de cal precipitado 25, jabón pulverizado 5, glicerina y disolución de dióxido de hidrógeno, de cada uno suficiente para hacer una pasta, y se perfuma con aceite de bergamota, de menta piperita ó de espliego. La mixtura de glicerina, fórmase con glicerina 40, agua de rosas y disolución de dióxido de hidrógeno de cada una 20. (Podría obtenerse seguramente una preparación más eficaz y más económica añadiendo suficiente tragacanto para hacer una pasta gelatinosa). Para una crema para el cutis, Kuhl recomienda la lanolina saturada en una disolución de dióxido de hidrógeno.

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PERFUMES COMO DESINFECTANTES. — Calvello ha demostrado que una emulsión de aceite de canela al 7 á 8 por ciento, y una solución de aceite de tomillo al 11 por ciento obran cual una solución de bicloruro mercúrico al 1 por ciento; y Mark ha hallado que el terpinol, la heliotropina, vanillina y otras substancias poseen propiedades semejantes. Una solución al 1 por ciento de terpinol mata el ántrax en pocas horas, y una solución al 10 por ciento el estafilococos. Marx considera que esta acción débese al poder que tienen estas substancias de dejar libre el oxígeno activo, puesto que el terpinol como substancia ó vaporizado, deja inmediatamente libre el iodo, mientras que la heliotropina y la vanillina lo efectúan después de algunas horas. *Informe de Schimmel*, abril de 1903, 81.

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NUEVO REACTIVO PARA PIGMENTOS BILIARIOS DE LA ORINA. — G. Baudowin (*Chem. Ztg. Repert* XXVI, pág. 347) anuncia el siguiente procedimiento para descubrir pigmentos biliares en la orina: Primero, llénese un tubo de pruebas hasta una tercera parte con la orina filtrada; luego póngase una cantidad igual de agua destilada en un segundo tubo de pruebas para dominar. Añádase á cada tubo dos gotas de una solución tipo de 0.5 grm. de fuschina comercial en 100 grm. de agua destilada y compárense los colores así obtenidos. Si la orina que se examina tuviese un color muy subido, será mejor diluir dos ó tres c. c. de la misma agua. Como la bilirubina es un ácido flojo que está usualmente presente en la orina en la forma de sodio ó bilirubinato de calcio, y como la fuschina comercial es hidrorato de rosanilina, la reacción que se efectúa depende de la formación de un bilirubinato de rosanilina de un color de naranja.

**

ALCANFOR ARTIFICIAL. — Se ha organizado en Nueva York una compañía bajo el nombre de The Port Chester Chemical Co., para la fabricación sintética de alcanfor, contando con un capital de un millón de duros dividido en 10,000 acciones de á 100 pesos. El proceso de la fabricación está defendido por un privilegio de invención, y los fabricantes se proponen producir un alcanfor más puro que la substancia natural: mientras que de la procedente de Formosa se obtiene solamente del 88 al 90 por ciento de alcanfor puro, la artificial contendrá 99 por ciento. La fábrica se levantará en Fox Island, calculándose su rendimiento anual en 2,000,000 de libras, que es con poca diferencia la cantidad que los Estados Unidos consume actualmente, ó sea la cuarta parte de la producción del mundo. Al principio la fabricación no excederá probablemente de 600,000 libras. El alcanfor se hará de aceite de trementina, calculándose que cada barril rendirá 98

lbs. de alcanfor. Poniendo el precio de la trementina á 5½ centavos la libra y el precio de venta del alcanfor á 50 centavos la libra, el negocio debería ser provechoso, siempre que los japoneses no bajen el precio del producto natural, ó que los Estados Unidos por exceso de producción no se vean obligados á exportar el artículo. La producción de alcanfor natural, según un informe del cónsul norteamericano en Formosa, asciende á 300,000 libras en el Japón, 220,000 lbs. en China y 7,000,000 libras en Formosa, explotando el monopolio el gobierno japonés en esta isla del que saca una renta anual de 800,000 pesos. — *Memoria-Schimmel*, abril 14 de 1903.

NOTAS DE NUEVOS REMEDIOS

FEUMONIN. — Creosoto formaldehído.

COSMETOLINA. — Crema de glicerina-lanolina.

INVENIA. — Tintura para el cabello que consiste en una solución de parafenileno-diamina en bióxido de hidrógeno.

SUERO DIABÉTICO. — Preparado de la sangre de animales que han sido sometidos á inyecciones subcutáneas de extracto suprarrenal.

OZONAL. — Mezcla de 90 partes de petróleo y 10 de jabón amasada en forma de cubos. Se usa como agente para la limpieza.

ICTOGEN. — Preparación igual en propiedades físicas y químicas al ictiol (sulfo-ictiolato amónico) preparada por el doctor Voswinkel, de Berlín.

ANTIDIFTERINA «WITTSTEIN.» — Mezcla de incienso macho, ácido salicílico, mentol y fenol. Se emplea como agente fumigador en la tos ferina, ronquera, etcétera.

FUNGICIDE. — Preservativo y antizímico empleado especialmente en los vinos. Se compone de 7.98 partes de bicarbonato de sodio, 51.78 partes de benzoato de sodio y 40.24 de mostaza en polvo.

ALCANFOR SINTÉTICO. — Preparado según un nuevo procedimiento con patente por la acción intermedia entre el ácido oxálico y la pinena ($C_{10}H_{16}$), tratando el formiato de pinol que resulta con el óxido de calcio y se oxida.

PREPARACIONES DE IODOZOL. — Estas son sales de bioduro de ácido fenol-sulfónico, con las que se intenta sustituir las sales de sozoyodol de idéntica composición, habiéndose cumplido las patentes que protegen estas últimas. El iodozol-mercurio, potasio, sodio y zinc preparadas por el doctor Voswinkel, de Berlín, están ya en el mercado.

GLUTANOL es un nuevo preparado de tanino ó sea una combinación de éste con fibrina. Empléase del mismo modo que los demás tanatos orgánicos como el tanoformo, la tanalbina, etc., en la disenteria, hematemesis, tuberculosis de los intestinos, etc. La dosis para adultos es de 3½ á 15 grs.; para niños de 3½ á 7 grs. — *Pharmaceutische Post*, junio 22 de 1902.

HERMITINA Y TALASOL. — Dos nuevos desinfectantes y agentes para blanquear telas, preparados por la acción de una corriente eléctrica en soluciones de cloruro de sodio y de magnesio. La hermitina se emplea para usos medicinales, mientras que el talasol,

mucho más barato, se prepara de agua de mar y se usa para blanquear. (*Chem. Factory Rolzville. Far, For.*)

SANOVAL. — Masa untuosa que se obtiene por la evaporación de una solución alcohólica de un jabón de potasa de aceite de olivas, que se mezcla fácilmente con glicerina, alcohol y agua. Este jabón disuelve completamente la brea y otros productos de igual naturaleza como el ictiol y el tiol, y se combina fácilmente con otros agentes medicinales.

AMIOLOFORMO COMO ANTISÉPTICO. — Gerlach recomienda el uso del amioformo (formaldehído-almidón) en lugar del iodoformo, habiéndolo empleado en toda clase de heridas, úlceras, excoriaciones, flemones, carbunclos, ulceraciones de carácter tuberculoso, etc. El polvo acelera la granulación, disminuye la secreción y por lo general no es irritante. Tiene también la ventaja de no tener olor. (*Pherap. Monatsh. XVI, 10.*)

BROMIPINA. — Este aceite de ajonjolí brominado se considera que tiene muchas ventajas sobre los bromuros alcalinos, como son: que no afecta la digestión ni el sistema circulatorio, al mismo tiempo que pueden tomarse dosis muy altas. Keyzlar asegura que la bromipina es un excelente sedativo en los casos de palpitaciones nerviosas del corazón, excitación histérica ó neurasténica, insomnio nervioso y otras afecciones de origen nervioso. Generalmente es suficiente una cucharadita para producir alivio. (*Klyntherap. Wochenschr. IX, 30.*)

INCOMPATIBLES CON LA ANTIPIRINA. — Se depositan precipitados con el fenol, tanino, tintura de iodo y cloruro de mercurio. El calomelanos forma un compuesto de mercurio tóxico, el cloral, eurofeno y beta-naftol producen una masa aceitosa. El bicarbonato de sodio desarrolla un olor parecido al del éter acético. La solubilidad de las sales de quinina y cafeína se aumenta por la presencia de la antipirina. Es conveniente administrar esta droga sola.

PURGATINA EN LOS ORINES. — Benedix llama la atención sobre el color rojo producido en los orines por la administración de la purgatina (cascarina sintética) que puede fácilmente confundirse con la presencia de sangre. Con la prueba de Heller se obtiene una reacción positiva, pues se precipita el color por medio de los fosfatos. Las pruebas para el color biliar no sufren alteración por la presencia de la purgatina. (*Schweitz Wochenschr. f. Chem. 144.*)

MIOGEN (Ploennis). — Albuminoide de origen animal que se compone de 4.52 por ciento de agua, 93.17 por ciento de sustancias nitrogenosas digeribles, 0.16 por ciento de extracto de éter, y 1.17 por ciento de potasa. Un kilo de miogen equivale á 27 litros de leche, ó 7 kilos de huevos, ó 4.5 kilos de carne; tiene la forma de un polvo inodoro y sin sabor, soluble y de fácil digestión, y se conserva perfectamente condiciones. La dosis es una cucharadita sopa. Preparado por la *Internat. Leipzig*.

ZYMIN. — Preparación para la levadura, sometiendo á la presión una levadura gándole acetona, lavándola con é después á 45 grados C. Con este destruyen las células de la levadura, por consiguiente el zymin, á pesar de que puede considerarse como sustancia estéril, según R. Rapp (*Ph*)

818) es muy enérgica para inducir la fermentación. No conteniendo las células de la levadura se adapta para usos terapéuticos.

GUAITANINA. — Compuesto de guayacol, ácido cinámico y tanino, que se prepara agregando una cantidad dada de pentacloruro de fósforo a una solución en alcohol de 124 partes de guayacol, 312 partes de tanino y 148 de ácido cinámico. La mezcla que se pone muy caliente durante la reacción, debe dejarse enfriar completamente, calentándola después en un condensador de doble corriente. Al enfriarse la solución se deposita un polvo muy fino y cristalino. Este polvo que es insoluble se recomienda para el tratamiento de las afecciones pulmonares en dosis de á 0.05 grm. administrándolo en forma de píldoras.

SUERO TIREOIDE. — Preparación introducida por E. Merck á instancias de Moebius, de Leipzig. Este suero que se recomienda para la enfermedad de Basedow, se prepara de la sangre de carneros á los que se les extirpa la glándula tiroide, por lo menos seis semanas antes de extraérseles la sangre. Por medio de la adición de un 5 por ciento de fenol este suero puede conservarse indefinidamente. Moebius administra 5 grm. del suero mezclado con una cucharada de vino cada segundo día. Schulte empieza con esta misma dosis tres veces al día, aumentando gradualmente la cantidad hasta 0.5 grm. á la vez hasta que se llega á una dosis de 4.5 grm.

MESOTANA. — El olor peculiar del aceite de gaulteria que frecuentemente ocasiona dolor de cabeza cuando se usa exteriormente en el reumatismo, indujo á los señores Bayer & Co., de Elberfeld, á buscar un sustituto de igual eficacia que se ofrece ahora con el nombre de mesotana. Este es un líquido sin color y casi sin olor alguno, que es soluble tanto en los solventes volátiles comunes como en las grasas y aceites; es rápidamente absorbido por la piel, produciendo efectos tan eficaces como el ácido salicílico. La mesotana mezclada con igual cantidad de aceite de olivas ó de higuera se aplica por unción de 3 á 4 veces al día produciendo excelentes resultados en el tratamiento del reumatismo, gota, lumbago y neuralgia (no isquiática).

PREPARACIONES DE VASOVAL. — Una clase de unturas preparadas con el auxilio de un nuevo vehículo llamado vasoval, que se presenta como sustituto del vasógeno, (jalea de petróleo oxidada) por ser más barato. Estas unturas son rápidamente absorbidas por la piel, por lo bien que se emulsionan, sin dejar mancha alguna como se comprueba con el vasoval-iodoformo ó ictiol.

El vasoval puro también se recomienda como sustituto de la vaselina y todos los otros vehículos para unturas por la facilidad con que se mezcla con el agua en todas proporciones. Los únicos agentes medicinales que ofrecen alguna dificultad para combinarse con este vehículo son el iodo y el ácido salicílico; el primero se tritura con el vasoval caliente hasta que se disuelva, colándose después la masa para separar la pequeña cantidad de jabón que pueda formarse. El ácido salicílico se disuelve primero en la menor cantidad posible de alcohol antes de mezclarlo.

GLICOSAL (mono-salicílico glicerina-ester).—En el tratamiento del reumatismo articular agudo se aplican de 60 á 120 grm. de una solución alcohólica al 20 por ciento, frotando las partes afectadas, y después de 12

horas, aparecerá el ácido salicílico en los orines. El glicosál ejerce su acción tanto sobre la fiebre como en los dolores de la misma manera que los otros salicílicos. Para obtener los mismos resultados usándolo interiormente, deben tomarse de 10 á 12 grm. al día. En el tratamiento de inflamaciones graves de la rodilla y en la cistitis se han empleado enemas de glicosál con objeto de aliviarle trabajo al estómago. Se recomiendan las siguientes fórmulas:

℞ Glycosali..... 5 grm.
Divídase en 20 partes.

DOSIS. — Un papelillo de cada media á cada tres horas en agua, hasta que se presente el sudor.

℞ Glycosali..... 30 grm.
Alcohol..... 120 grm.

Para uso externo.

℞ Glycosali..... de 4 á 6 á 10 grm.
Acacia.....
Agua. aa..... 100 grm.
Tintura de opio..... 5 gotas

Para hacer una emulsión y dividirse en dos enemas.

LECITOL. — La firma de J. D. Riedel, de Berlin, ha dado este nombre á la lecitina (ovo-lecitina) preparada de yema de huevos, que tiene la forma de una masa grasosa de color amarillo rojizo, que tiene el olor y el sabor del huevo y contiene como 4 por ciento de fósforo. Esta lecitina es insoluble en agua, cuyo contacto la descompone lentamente, y se disuelve completamente en aceite, alcohol y cloroformo. El lecitol después de disuelto en aceite se pone en cápsulas de gelatina conteniendo 0.05 grm. de lecitol. También se prepara en tubos que contienen 0.05 grm. del remedio disuelto en 1 c. c. de aceite de olivas, estando dichos tubos esterilizados. Como el ácido arsenioso, la lecitina tiene una gran acción regeneradora sobre el sistema, siendo por consiguiente muy útil en todas las afecciones debidas á la falta de nutrición, como el raquitismo, la anemia, la neurastenia, la tuberculosis, la diabetes, el marasmo, etc.

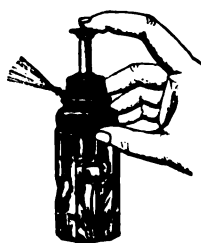
FILOTION. — Sustancia diastásica peculiar encontrada por Rey-Pailhade en los tejidos animal y vegetal en 1888, que puede identificarse por su acción sobre el azufre que lo convierte en hidrógeno sulfurado á los 40 grados C., también por la propiedad de reducir ciertos colores como el índigo, carmín y azul de metileno, convirtiéndolos en leuco derivados. Con objeto de excluir la acción del aire los experimentos deben hacerse en frascos completamente llenos. Este fermento puede extraerse ó precipitarse de la levadura de cerveza por medio del cloroformo, el fenol, el aldehído-etílico, floruro de sodio, cloruro de sodio ó tartrato de potasio neutro, que destruyen los sacaromicetos y disuelven el fermento y los albuminoides. Su efecto venenoso se atribuye á la acción de este fermento que convierte tales elementos como el azufre, el selenio y el fósforo en hidruros gaseosos que son fácilmente absorbidos por la sangre. Las soluciones alcohólicas de filotión descomponen las soluciones de bióxido de hidrógeno. Los ácidos orgánicos concentrados precipitan y destruyen este fermento, mientras que una solución de ácido nítrico al 1 por ciento no lo afecta. Pozzi-Escot encontró en una levadura Japonesa una diastasia hidrogenada que descolora el azul de metileno, pero que no tiene acción sobre el azufre. La acción de estos hidrogenados es interesante bajo el punto de vista fisiológico por su influencia en la absorción del oxígeno por los tejidos vivos. (*Chem. Ztg.* 02.780.)

PARRAFOS DE INTERES COMERCIAL

— Ningún droguista debería estar sin existencias de los remedios «Garfield» como son te Garfield, los polvos Garfield para el dolor de cabeza, aceite de olivas, etc. Mándese a pedir la lista de precios de la GARFIELD TEA CO., Brooklyn.

— El betún (polishine) que prepara la CLEANER M'F'G. CO., de St. Louis, no contiene ácido, veneno, ni arenilla, ni mixtura alguna de gasolina que haga explosión. Es un pulimento para metales de lo más excelente, y tiene muy buena salida.

— La máquina para hacer supositorios «Fuego Rápido», es un aparato nuevo que lo construye la BENT M'F'G. CO., de Hartford (Conn.). Es rápida, eficaz, fuerte y duradera. Su precio es, \$15.00. Los farmacéuticos hallarán esta máquina una valiosa adquisición y complemento de sus aparatos.



— El «Reliable» es el primer aparato de vapor que funciona con éxito sin pelota de goma. Despide una pulverización continua de perfume; es de construcción sencilla y de funcionamiento perfecto, y está garantizado en absoluto. Se vende al comercio a un precio que deja al tratante una ganancia regular. Pídanse informes a I. Springer & Co., 146 West 14th Street, Nueva York, E. U. A. Unicos fabricantes.

— El Contador de dinero que fabrica la CENTURY CASH REGISTER CO., LTD., de Detroit, va adquiriendo cada día mayor popularidad en este país y afuera. El señor Frank S. Pierce, farmacéutico de Beaverton (Mich.), escribe: «La máquina para registrar dinero que ustedes nos vendieron ha dado la mayor satisfacción no tan sólo por su exactitud, sino también como un adorno y calculador de las ventas verificadas en el establecimiento. Opinamos que su contador de dinero es tan bueno sino superior a los contadores de precios altos del mercado. Lo que podemos asegurarnos es que no cambiaríamos nuestro «Century» por otro. El vendedor de uno de los precios altos nos sugirió que se lo diésemos en cambio de uno de aquellos abonándole la diferencia en precio, pero nos quedamos con el «Century» por considerarlo superior.» Este uno de varios testimonios semejantes que poseemos.

— LA CONOCIDA casa de Armour & Co., de Chicago, dedicada al degüello de animales y empaque de carnes, grasas, etc., tiene muchas facilidades para producir substancias medicinales de origen animal de las que ha dado a conocer un renglón muy completo, siendo una de las más recientes la suprarrenalina que afirman contiene el principio activo de la cápsula suprarrenal. Han colocado esta droga en la forma de un polvo cristalino, en pomitos de un grano, al precio de 80 centavos el grano, y aseguran ser inalterable en absoluto. También preparan una solución de la misma de la fuerza de 1 al 1.000, á 80 centavos la onza. Confecionan además un extracto glicérico de medula de hueso rojo (glicerato medular), conteniendo un porcentaje crecido de hemoglobina, células de médula, nucleinas y otras substancias que forman sangre. Se pondera mucho esta solución como tónico en la tuberculosis, anemia, clorosis, malaria, etc. Está puesta en frascos de 4, 8 y 16 onzas. Armour & Co., los fabricantes, enviarán con gusto materia descriptiva de estas preparaciones á todo solicitante que nombre el AMERICAN DRUGGIST.

— Cuando una casa se ha dedicado á la fabricación de Pilas y Aparatos Electro-Terapéuticos por espacio de un cuarto de siglo, su reputación debe de estar perfectamente establecida.

Esto es precisamente lo que opinan los médicos, farmacéuticos y el público en general de la McIntosh Battery and Optical Co., de Chicago (Ill.), cuyo anuncio aparece en la sección correspondiente de este periódico.

Los efectos de esta casa son muy conocidos, tienen buena salida y dan satisfacción; esto reza con la pila más pequeña para las familias como con la más costosa instalación de Rayos-X. De aquí que el público los prefiera por poder apreciar la habilidad emanada de la experiencia con que están hechos todos estos aparatos.



Con sólo examinar el último catálogo de la casa se tendrá una idea del renglón completo de pilas, máquinas estáticas, carretes de rayos-X, electrodos, tableros de conmutadores y placas para paredes y mesas que fabrican. Cualquier pedido de efectos de McIntosh que se confíe á la casa, merecerá toda su atención en el embalaje y el embarque. Al comercio se le concede un descuento liberal. Presentamos una ilustración de la Pila Farádica McIntosh para Médicos, aparato muy popular, duradero, y que se vende al precio moderado de \$12, oro.

APARATO EASTMAN PARA LLENAR CÁPSULAS. — L. K. Eastman, de Detroit, fabricante de la Máquina Eastman para Llenar Cápsulas, con cuyo anuncio en el AMERICAN DRUGGIST todo el mundo está familiarizado, viene recibiendo muchos testimonios de farmacéuticos al por menor que emplean el aparato, entre ellos reproducimos el siguiente del señor L. E. Tiesler, cuyo establecimiento de farmacia radica en el No. 19 Cone St., Orange (N. J.):

«ORANGE, N. J., abril 10 de 1903.

» SR. L. K. EASTMAN, 1354 Woodward Ave., Detroit (Mich.)

» *Muy Señor mto:* — Si no me hubiera usted escrito acerca de la maquinita para llenar cápsulas, yo lo hubiera hecho de todos modos; simplemente para manifestarle que el aparato ejecuta el trabajo tal como lo había usted asegurado. Es exacto en la división de los polvos con que se han de llenar las cápsulas, rápido en el funcionamiento, y sobre todo rinde una cápsula nítida, lustrosa, sin nada en ella que disguste la vista, como sucede cuando se llenan cápsulas con substancias higroscópicas, dando por resultado el deslustre de la cápsula. Tendré sumo gusto en enseñar el artículo á cualquier farmacéutico de la vecindad si tuviese usted en vista colocar otras máquinas aquí. Es realmente un artículo meritorio.

» Su seguro servidor,

» 19 Cone Street.

» L. E. TIESLER.

Muchos de los corresponsales del señor Eastman se refieren particularmente á los característicos del Aparato para Llenar Cápsulas, como son: economía de tiempo, exactitud y rapidez en llenar artículos enjutos.

— El Anestésico Local del Dr. R. B. Waite, anunciado en otra parte de este periódico, ha sido uno de los medios más satisfactorios en manos de la profesión médica para producir la anestesia local y hacer al mismo tiempo antiséptica la región afecta.

Esta preparación ha sido altamente preconizada por cirujanos y dentistas, al paso que se emplea en todas las formas de cirugía menor, dando sorprendentes resultados, puesto que su aplicación no va acompañada de dolor ni de malos efectos ulteriores, por efecto de su misma naturaleza antiséptica. Los tratantes hallarán que por ser esta una de las especialidades que mejor salida tienen, les convendrá darla á conocer á sus parroquianos. Este anestésico deja un magnífico provecho, y á los tratantes se les da un descuento especial. Véndese al por menor á \$1.00 la onza: 6 onzas, \$5.00; 20 onzas, \$15.00.



La Antidolar Mfg. Co., de Springville, Erie Co., N. Y., son los únicos fabricantes. Aquellos tratantes que todavía no venden esta preparación, deberían procurársela por el intermedio de la casa importadora de quien se sirven, pidiendo al mismo tiempo una buena cantidad de materia descriptiva impresa, que envía gratis.

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